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THE BILLBOARD

JULY NUMBER

98

CIVILIZATION—FREEDOM—PEACE.

The Best Results of all the Year;

VS.

The Worst Results of all the Year.

If you are in doubt about Billposting, try it NOW,
When no other kind of advertising can be made to pay.

BILLPOSTING,

While good all the year round, is specially valuable in the Summer, when the people are on the streets, when they are in no hurry, when they have time to read the posters--(if time were needed); when they have no inclination to read the papers. All the time is a good time, but right NOW is absolutely the BEST time.

When you are ready to talk Billposting, call for Hoke. $am. Hoke, $am. W. Hoke, and refuse all substitutes and imitations.

$am. W. Hoke's dealings with the billposters of America are of such a nature as to assure the advertiser of absolutely correct service at all times; he is known as insisting upon full value, prompt renewals, best locations, and every sheet where listed; AND, he is KNOWN as prompt pay.

$am W. Hoke

Long-Distance Billposter,
251 Fifth Avenue,
1 East 28th St., NEW YORK

Phone 2074-38

THE BILLBOARD

VOL. X., No. 7. CINCINNATI, JULY 1, 1898. PRICE 10 CENTS PER YEAR, $1.00

POSTERS IN 3800 B. C.

Relics of the Dim and Distant Past Recovered and Brought to Light—Recent Explorations in Egypt Prove Conclusively That the Poster Was in Use Over 5,700 Years Ago.

Explorers among the ruined pyramids of Sakkarah recently discovered among the sarcophagi aud mummy cases of some ancient tombs a roll of prehistoric posters. Egyptologists aver from their character and inscriptions that they belong to the period of King Merena or King Pepi, both of Dynasty VI. There were twenty-three copies of the poster, all made from the same stencils. There were two and possibly three colors used, applied in flat tones, and the posters were made of vellum or fine parchment.

They were in a fair state of preservation, although stripped of their wrappings by ancient tomb breakers. Four of the posters were in tact. The remainder were more or less fragmentary.

The ground color was originally white or yellow. Isis and Nepthys are depicted overshadowing the hieroglyphed inscriptions.

Red and gold were used in striping and borders. The find is regarded as a most important one, almost as important, in fact, as the fragments found by Colonel Howard Vyse in the upper chamber of the smaller pyramids of Gizeli.

Like King Menkara's remains, they will be sent to the British museum.

Henry Savage, in "The History of Advertising," mentions and describes a papyrus poster bearing the date of 146 years B. C., which offers a reward for two runaway slaves.

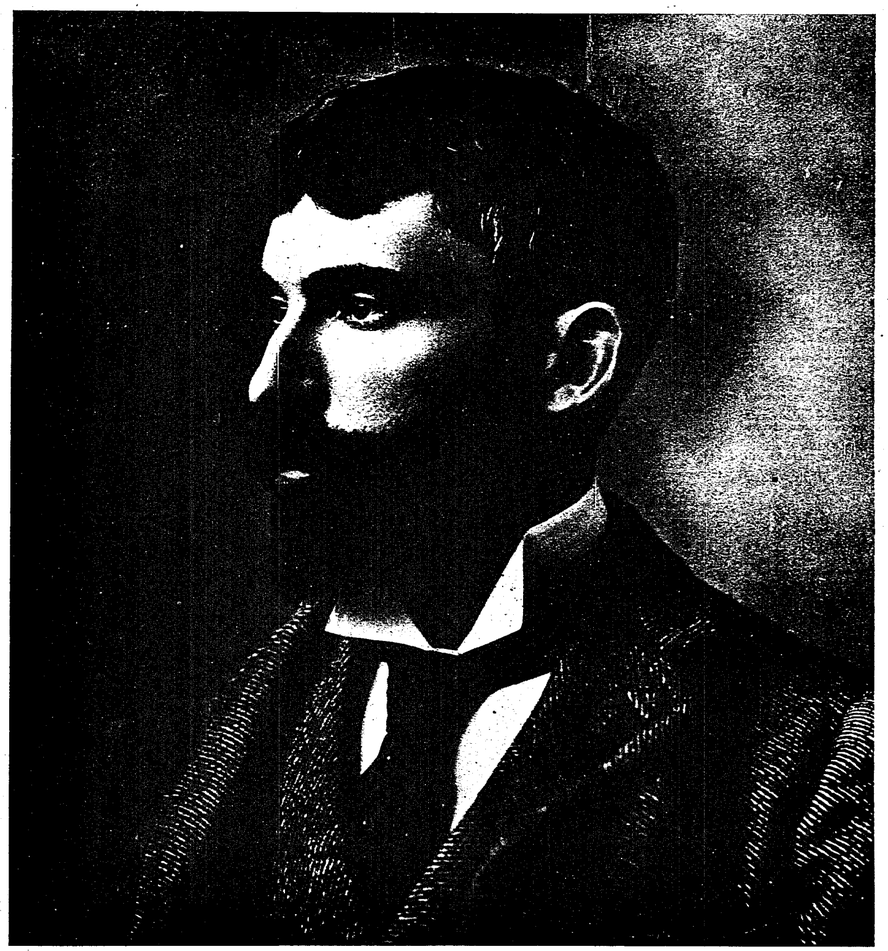
Theatrical and circus posters have been unearthed at various times in the ruins of Pompeii, but this recent discovery throws all these finds in the shade.

We have known that the booksellers have from time immemorial enjoyed a special right in the matter of the poster, and illustrated advertising posters adorned the book stores in the streets of Athens and Rome in the time of the Roman Empire. We know that in the Temple of Herod the Great at Jerusalem there were posters warning certain foreigners not to enter certain exclusive and sacred precincts, but we never knew until now that the Egyptians used to advertise the place and date of costly funeral pageants by posters nearly, if not quite, four thousand years before the Christian era.

Verily, the poster is as old as man himself, and will endure as long.

Fitzgerald, of Milwaukee, is popular.

Yes, he's a pirate; a pirate king. "Billboard's" editor is rather fond of kings.



H. G. WILSHIRE.
Manager of The Wilshire Posting Co., Los Angeles, Cal.

If it's a sin to start an opposition posting plant against a brother bill poster, is it also a sin to start a bulletin sign plant in opposition to a brother bill poster? Respectfully submitted to the American Advertising & Bill Posting Co., of Chicago.

W. B. Lowden will attend the Buffalo convention as a delegate from the New Jersey State Association. He is one of the owners of the Paterson plant, which is a member of the New Jersey Association.

There can be no better advertising than exhibiting. Be it a show window, a drummer's sample or an exhibit at a fair or exposition, if properly placed and handled, it never fails to pay. When an advertiser combines exhibiting with distributing, as Dr. Burkhart, of Cincinnati, is now doing, by distributing samples from house to house, and then reinforces the effect with posters, he obtains peculiarly forcible advertising.

Dr. Burkhart has been compelled to double his capacity four times during the past year, and he has not used a line of newspaper space.

Patriotic flapdoodle in your advertisements is as badly out of place as humor. Confine yourself to a common sense statement of facts; make it plain and simple. Give prices and place, and that's enough.

The men who have studied advertising the longest are the ones who concede most readily that they know comparatively little about it. This would seem to indicate that advertising, like theraputics, is at present merely a progressive art. Let us hope that it will not prove as great a laggard.

Go slow in the beginning Do not attempt too much. Pick out a field that is not too large, and then cover it *thoroughly* Never, never spread yourself out too thin. Always be the most in evidence, no matter how you have to contract your territory in order to do it. That is the way to use the billboards.

The billboards are the quickest-acting of all advertising media.

George Leonard makes a good presiding officer, they say.

What the Distributors are Doing

Some idea of the interest being manifested by the advertisers in the forthcoming convention of the I. A. of D., may be had from the following replies to Secretary Steinbrenner's letter of invitation:

New York, June 6, 1898.
International Association of Distributors,
Mr. W. H. Steinbrenner, Secretary and Treasurer, No. 519 Main street, Cincinnati, O.:

Gentlemen:—We have your esteemed favor, 1st inst., extending to us the courtesies of your Association on the occasion of the Third Annual Convention, to be held at the Leland Hotel, Chicago, Ill., next month. You will please accept our assurances of appreciation.

We are in sympathy with all associations and all efforts tending to the betterment of the service for which your excellent Association stands, and if we can be of any real assistance in forwarding its interests n any way, we shall be glad to hear of the opportunity.

Very respectfully yours,
HALL & RUCKEL.
By FREDERICK L. PERINE, Manager Advertising Department.

Woodbury, N. J., June 4, 1898.
W. H. Steinbrenner, Cincinnati, O.:

Dear Sir:—We have your letter of the 1st inst., sending us an invitation to attend the Third Annual Convention of the I. A. of D., to be held at Chicago, July 19 to 22 next, and we thank you for your courtesy. We will send a representative.

Yours respectfully,
G. G. GREEN,
Per D. F. MATHERS.

Philadelphia, June 4, 1898.
Mr. W. H. Steinbrenner, Room 609, Lincoln Inn Court Building, 519 Main Street, Cincinnati, O.:

Dear Sir:—Replying to your esteemed favor of 1st instant, we will attend your Third Annual Convention, held in Chicago, July 19 to 22; but wish you success in your efforts to raise a standard of this class of advertising. There is certainly much room for improvement, and we believe your efforts along this line will be appreciated by every proprietary concern.

Very truly yours,
SMITH, KLINE & FRENCH CO.,
Per HAVENS.

Philadelphia, June 4, 1898.
The International Association of Distributors, 519 Main Street, Cincinnati, O.:

Gentlemen:—We are in receipt of your esteemed favor of the 1st inst. We will have representation at your Convention. Desire to thank you for your very cordial invitation, and wish you every success possible in the adoption of such methods as will give the advertiser better service, which we feel it is honestly your intention to do at all times.

Very truly yours,
MUNYON'S H. H. R. CO.

We can not reproduce them all, but will give a partial list of those received to date, viz:

R. D. Schultz, Zanesville, O.
S. R. Feil & Co., Cleveland, O.
Pabst Brewing Co., Milwaukee, Wis.
Block Bros., Wheeling, W. Va.
Washburn Crosby Co., Minneapolis, Minn.
Kondon M'f'g. Co., Minneapolis, Minn.
Peruna Drug M'f'g Co., Columbus, O.
Royal Remedy & Ext. Co., Dayton, O.
Dr. Burkhart, Cincinnati, O.

The following firms sent letters of regret:
Horlicks Food Co., Racine, Wis.
The Chas. E. Hires Co., Philadelphia, Pa.
Malydor M'f'g., Co.,Lancaster, O.
P. Lorillard Co., Jersey City, N. J.
C. I. Hood & Co., Lowell, Mass.
Wells & Richardson Co., Burlington, Vt.

The E. E. Sutherland Med. Co., of Paducah, Ky., always give I. A. of D. members preference over others.

Williams Bros. (Washing Tea), are going to distribute Ohio. Distributors in that State should address the Ohio agent, Jcs. Boyd, Third and Broadway, Dayton, O.

M A. Bondy, of Detroit, now has charge of Molton's Branch Office in that city.

The Twin Cities Distributing Co., of Pittsburg, Pa., has introduced a new wrinkle in the shape of a druggists report card, that other distributors will do well to copy.

All members of the I. A. of D. are notified herewith that Bryan & Co., of Cleveland, O.; Pryan & Co., of Akron, O., and Bryan & Co., of Toledo, O., are now members of the I. A. of D., vice. Will. A. Molton, resigned. Change your letter heads and lists accordingly. Bryan & Co. have a most enviable reputation among advertisers for efficiency in bill posting, many going so far as to say that their service is the best in the country. Their distributing will be of a very high order of excellence.

Dr. Burkhart was surprised at the result of his advertisement in the June number of "The Billboard." He informs us that he received 3,031 replies up to and including June 24th, or an average of over one hundred a day. The highest number received in one day was 312, June 13th. At last accounts they were still coming in. It pays to advertise in "The Billboard."

W. B. Lowden, manager for Harry Munson, the I. A of D. member in New York, got the Dr. Burkhart business for that city and Brooklyn, 662,000 pieces at $1.75 per thousand; total, $1,158.50.

Secretary Steinbrenner wrote W. B. Shattuc, M. C., a strong letter, protesting against the proposed tax on sample and advertising matter and received the following letter from the Congressman:

House of Representatives, U. S.
Washington, June 6, 1898.
W. H. Steinbrenner, Esq., 519 Main Street, Cincinnati, O.

My Dear Sir:—I have yours of the 3d inst. I heartily agree with you. The matter shall receive my careful attention.

Respectfully yours,
W. B. SHATTUC, M. C.

If all the distributors wil do likewise, there will be little trouble in killing this iniquitous measure.

Secretary Steinbrenner is a very busy man these days. He has written a personal letter of invitation to every large advertiser in the country to attend the Convention. Very nearly one hundred have replied, accepting the invitation.

Pond's Extract Co., still employs traveling distributors, and the traveling distributors still employ—boys.

In writing to Secretary Steinbrenner, distributors should exercise greater care in directions. Give your name, street address, post office address, county and State.

Will. A. Molton is out. He resigned all his various franchises June 1st. His service at Cleveland was excellent, but many complaints was heard from Toledo. It is likely that his franchises, other than Cleveland, would have been vacated at the Chicago meeting anyway.

Attend the Chicago Convention, July 19 to 22. Do not miss it.

Secretary Steinbrenner says he has received numerous requests from distributors for copies of the constitution and by-laws, but is unable to deliver same because applicants failed to give their address. Always give your address.

All members of the I. A. of D. received the following notice June 1st:

Dear Sir:—You are also requested to write the Congressman from your district, asking posed revenue bill taxing samples of proprietary goods Kindly give this your prompt attention and oblige,

Yours very truly,
W. H. STEINBRENNER, Secy.-Treas,
International Association of Distributors.

The following is a fair sample of the letters of acceptance that Secretary Steinbrenner is receiving in response to his letters of invitation to advertisers to attend the Convention:

Chicago, June 6, 1898.
W. H. Steinbrenner, Cincinnati, O.:

Dear Sir:—We are in receipt of your kind invitation to be present at I. A. of D. meeting, and will try to have a representative present We have just paid a bill from one of your members, Mr. J. T. Hudson, of Pittsburg, results from whose work has been extremely satisfactory to us. We would take every distributor off the road were we able to get as good work as is done by Steinbrenner, Vancykle and Hudson. Although we have never done any business with you and Van but reports from our inspectors have been very flattering, and no doubt we will close arrangements with you during your meeting. Extending an invitation to call, we are

Yours truly
THE BAKER-LEVY CHEMICAL CO.

The Leland House gives special rates to distributors during the I. A. of D. Convention at Chicago, July 19 to 22.

TIPS.

Dr Burkhart, 127 E. Seventh Street, Cincinnati O.
A C. Meyer & Co., 112 W. Lombard St., Baltimore Md.
G. G. Green & Co., Woodbury, N. J.
Royal Remedy & Ext. Co., Dayton, O.
Erie Medical Co., 64 Niagara St., Buffalo, N. Y.
Emerson Drug Co., 311 W. Lafayette St., Baltimore, Md.
Williams Bros., Indianapolis, Ind.
Winkelman & Brown Drug Co., Baltimore, Md.
John C. West, Chicago, Ill.
O. F. Woodward, LeRoy, N. Y.
The Genesee Pure Food Co., LeRoy, N. Y.
J. P. Dieter Co., Chicago, Ill.
Baker-Levy Chemical Co., Chicago, Ill.
Pillsbury-Washburn Flour Co., Minneapolis, Minn.
S. Ewart & Co., Agents, Pittsburg, Pa.
Edmundson & Perrine, Pittsburg, Pa.
Pickering, Pittsburg, Pa.
Simpson Gas Appliance Co., Pittsburg, Pa.
The Hart Drug Co., New York City.
S. R. Feil & Co., Cleveland, O.
Pabst Brewing Co., Pittsburg Branch.
Warner's Safe Cure Co., Rochester, N. Y.
W. H. Hill Co., Detroit, Mich.
The "Turners," of Philadelphia, Pa.

BOYS WORK.

Would be a sensible idea to license the distribution of handbills, fliers, dodgers, etc.? Much of the refuse in our streets is due to this. It is very discouraging to him who takes pride in his surroundings to be obliged, as I have just been, to pick up two handfuls in one day. Some were thrown directly on the street and some on the doorstep, from which the wind easily blew them away. The boys wish to get rid of them as soon as possible, and of course feel no responsibility. Many people, rather than say no, accept the paper; but immediately throw it away and thus add to the trouble.—Milford (Mass.) Gazette.

We are sorry to learn from the Nebraska correspondent of the Deaf Mutes' Journal, that Mr. G. E. Fischer is reported seriously ill at his home on Walnut Hill, Omaha, but we hope to be able to report his recovery soon.

Will. A. Molton is trying to pursuade himself that he resigned from the I. A. of D. because he does not believe in a close association. If he will look deeper, however, he will find that the real reason was that the members did not accord his paper the support he expected.

At Covington, Ky., recently an ordinance amending the ordinance relating to the licensing of bill posters, distributors and sign writers and reducing the license from $150 to $50 per annum was passed. Any one outside of regular corporations or licensed bill posters who desires to pass circulars, bills or dodgers, etc., can do so by paying a license to the city clerk of $3 for each distributor employed per day.

Fairchilds' service is now so superior that he no longer requires the protection of an exhorbitant license. He gets all the work that comes to Covington, and gets it on the merits of his splendid service.

Will A. Molton did not prove anything by resigning. He should have stuck it out. If an open association of distributors is possible and desirable the members of the I. A. of D. will have one. If it is not, they won't.

J. T. Hudson of Pittsburg met with a serious and painful accident June 18. The fork of his bicycle broke, while he was descending a declivity and pitched him forward on his head. It required fourteen stitches to close the very serious scalp wound which he received. J. F. McManama, his assistant manager, is looking after business in the meantime.

BUTTE, MONT.

The Montana Bill Posting and Ad-Sign Service, organized by C. A. Harnois and Chas. Schatzlein, is the new company that is engaged in the bill posting, distributing and bulletin board advertising. The gentlemen composing this company need no introduction, Mr. Harnois having been in the business for ten years, beginning at Missoula, and now owns a service in Helena and Anaconda, and is known from ocean to ocean among all advertisers. He organized the Montana State Bill Posters' Association in 1893, a branch of the Associated Bill Posters of the United States and Canada, which has a thorough union organization. Mr. Schatzlein is one of our most respected citizens, a thorough business man, whom every citizen knows, being now President and manager of the Chas. Schatzlein Paint Co. The popularity this gentleman brings into the business is untold, and a guarantee of the service that will be given.

Already the mammoth bill and bulletin boards looming up in the city are convincing evidence to their patrons that they will give them the best that money can procure. The board on the corner of Arizona and Utah streets contains 584 feet more service than any board in the State of Montana.

Their office will be with the Chas. Schatzlein Paint Co., 14 West Broadway.

On June 2 Council bill No. 1, the ordinance regulating the construction of bill boards, came up on its third reading. It provided that no bill boards for advertising purposes should be constructed on any street, alley, vacant lot, or against any building within the boundaries of fire district No. 1, nor construct any tight board fence within said district more than five feet high; that all bill boards outside of fire district No. 1 must have their base at least two feet above the ground, and that a permit to erect bill boards must be obtained from the City Treasurer.

Manager John Maguire was invited to address the council in regard to the new bill board ordinance. He informed the council that its pasage in its present condition would work a severe hardship against his house. He explained that the "theatrical stands" were made of a regulation size and in all the cities of the United States bill boards of corresponding size were erected. The new ordinance reduced the established dimensions of permanent bill boards and made it impossible for theatrical combinations coming to Butte to properly advertise their shows.

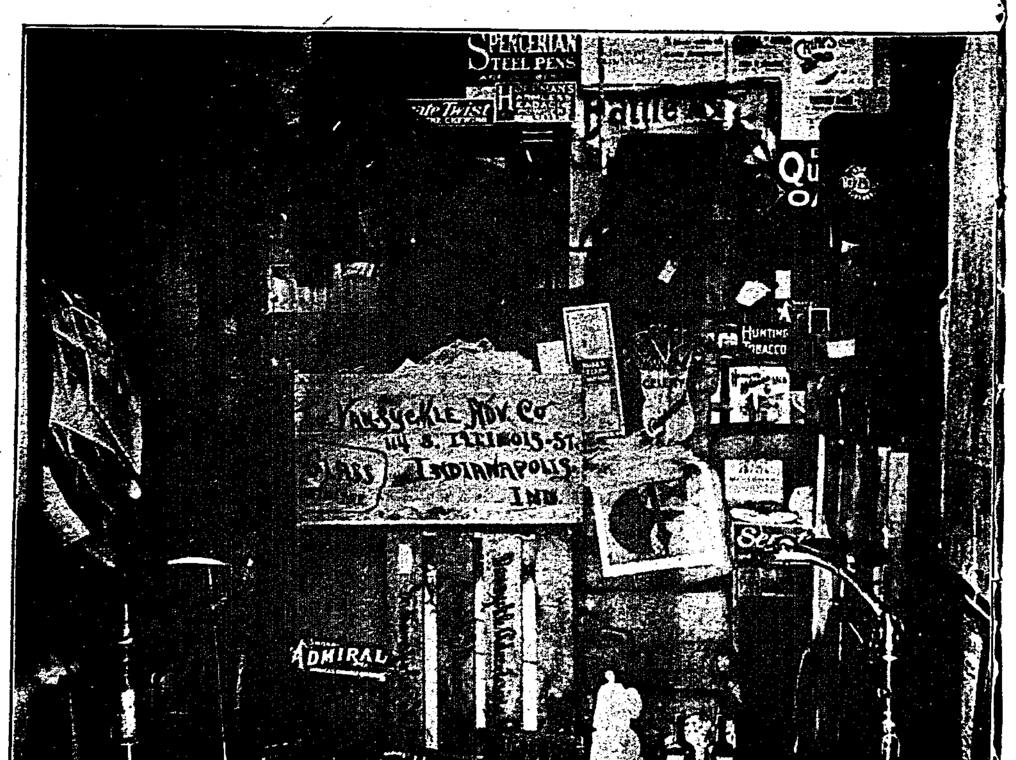
After Mr. Maguire's address, the ordinance was referred back to the committee for further consideration, and Manager Maguire was invited to appear before the committee.

The City Bill Posting Company of Butte was incorporated June 7 by Mary Hendricks, G. T. Dutton and John Maguire, Jr.; capital, $2,000.

We had the John Robinson Shows Ringling Bros. No. 2) here June 16. Tremendous business, both afternoon and night. Business is good.

The Montana Bill Posters' Association met here June 11.

ST. LOUIS,
POPULATION
750,000.
(SEE CITY DIRECTORY FOR 1898.)
BILLPOSTING
The Merchants' Billposting Co.
BULLETIN SERVICE
W. F. Williamson Display Adv. Co.
FIRST-CLASS EQUIPMENT
HONEST SERVICE. . . .
210 N. 7th St.



View of Stock Room, VANSYCKLE ADVERTISING CO., Indianapolis, Ind.
Long Distance Telephone No. 23791.

Bill Posters Department

MICHIGAN.

State Billposters' Meeting—Geo. M. Leonard, of Grand Rapids, Re-Elected President.

The twenty-second convention of the Michigan State Association of Bill Posters was held at the Griswold House, Detroit, Mich., June 7 and 8. Last year's officers were all re-elected for the ensuing years, as follows: President, George M. Leonard, Grand Rapids; Vice President, H. W. Walker, Detroit; Secretary, Thomas Keyes, Ionia; Treasurer, C. J. Bloomfield, Bay City. Secretary Keyes is one of the old timers in the association, having held his office almost since the association was organized. Messrs. Keyes and Leonard were chosen as Michigan's representatives to the annual meeting of the Associated Bill Posters' Association at Buffalo in July. Three new members were voted in, representing Sturgis, Ypsilanti and Mt. Clemens. The next session of the Michigan association will be held in Detroit in December, and the next annual meeting will be held in June, 1899. The bill posters of the State seem to be entirely satisfied that Detroit is the proper kind of place.

During the afternoon of June 8 an open session and smoker were held at the Griswold House. It was for the purpose of having a good time, but the bill posters stuck to business long enough to listen to an address by President Leonard on "How to Satisfy Advertisers in Small Towns." Al. G. Bryan, of Cleveland, also took a prominent part in the discussion.

Speaking of the meeting, the Detroit Tribune said:

"The principal thing the convention accomplished was to effect a juncture with the Ohio Bill Posters' Association. The two bodies will meet together in Detroit next June and directly after the convention there will be several informal meetings in Toledo."

The meeting was not so well attended as usual for the reason that the place of meeting is not so central as usual, and partly because five of the active members have gone to the front—Chas. Milner of Big Rapids, John Vanderberg of Holland, Fred. Huddy of Grand Haven, Chas. Adams of Allegan, and C. L. Lenhart of Three Rivers. Only about twenty-five members showed up.

NEW HAMPSHIRE

BILL POSTERS' ASSOCIATION.

(Special Correspondence.)
Portsmouth, N. H., May 26.

Not enough members of the New Hampshire Bill Posters' Association were present Wednesday to hold the annual meeting in this city, as was intended. Sickness and the inclement weather prevented the members from being present, and in consequence the meeting was adjourned until Wednesday, June 8, when it will be held in Manchester.

At the adjourned meeting at Manchester June 8, members from the following cities were present: Manchester, Frank P. Colby; Portsmouth, V. A. Hett; Nashua, J. Davis; Dover, George Demerritt; Laconia, J. F. Harriman; Concord, Charles F. Batchelder; Rochester, J. S. Young; Claremont, C. S. Wilson.

ROCKY MOUNTAIN

BILL POSTERS' ASSOCIATION.

The fourth annual convention of the Rocky Mountain Bill Posters' Association was held May 21 in the Windsor Hotel, Denver, Col. There was a large representation of the bill posters of Colorado, Wyoming, Utah and New Mexico present, and the regular routine business affecting bill posters only was transacted. The selection of officers for the ensuing year resulted as follows: President, John Coleman; Vice President, Charles Kirk, Secretary and Treasurer; A. H. Series. Delegates to the national convention which convenes in Buffalo July 12 were elected and instructed to endeavor to bring the national association to Denver next year. The delegates elected were J. A. Curran and Charles Kirk. An Executive Committee consisting of J. A. Curran, Charles Kirk and E. A. Haskell was appointed. The next meeting will be called by the President and Secretary. May 22 the delegates, on the invitation of the management of the Tabor Opera House, attended the performance in a body and May 23 they took a trip around the city.

Ramsey is out of the race. The man who fosters opposition is not wanted, and that's flat.

MONTANA

BILL POSTERS' ASSOCIATION.

The Montana State Bill Posters' Association had their regular meeting in Butte June 11 and elected officers and transacted their regular routine of business. The association was organized in Anaconda in 1893 by charter of the Associated Bill Posters' Association of the United States and Canada, for the benefit and protection of the advertisers and bill posters. They are affiliated with the Montana State Trades and Labor Assembly and have been represented at each of its meetings with them.

The bill posting business has grown to such an extent that nearly all the manufacturers, dealers and newspapers are patrons of it, and it is to their interest and the forming of a union price that the associations have been formed.

The following officers were elected: M. J. Wells of Livingston, President; W. H. Coburn of Great Falls, Vice President; C. A. Harnois of Butte, Secretary and Treasurer. Mr. Harnois was also elected contractor and representative to the Associated Bill Posters' Association convention, which meets in Buffalo, N. Y., in July. Mr. Harnois will attend and visit the principal cities of the East in the interest of the Montana bill posters.

After the meeting adjourned an excellent dinner was given by Mr. Harnois, after which a drive to the school of mines and principal mines of Butte, and all expressed themselves at the wonders and the progress of the city. The cities represented in the Montana State Bill Posters' Association are Butte, Helena, Great Falls, Anaconda, Dillon, Deer Lodge, Missoula, Bozeman, Livingston and Billings.

The pin-heads that dominate the Executive Committee will be sot on from all quarters at Buffalo.

CHICAGO.

The following is from the Chronicle of this city:

"Bill posters who go "sniping," which means the posting of small bills surreptiticusly, have for years been kept at a distance by a sign. This painted warning is nailed on the wall of a big building at the mouth of an alley at Fifth avenue, between Monroe and Adams streets. The sign reads:

POST NO BILLS UNDER PENELITY.

"The ominous spelling of the last word may be the cause, but the bill posters respect the deep meaning of the legend.

It is rumored that the R. J. Gunning Co. will go into bill posting as a means of retaliating on Col. Burr Robbins. If they expect to find a streak of yellow in the Colonel they will be disappointed.

Ralph W. Peckham has been promoted to the position of excursion manager of the big Ringling Bros.' Shows. He has his headquarters at the Central Show Print, 140 Monroe street.

The advance forces of the Wallace Shows, Sells Bros. and Buffalo Bill's Wild West make their headquarters at the National Show Print, 289 Wabash avenue.

The Western Ad-Sign Syndicate is flourishing.

Ben McDonald, advertising manager for the Brunswick Billiard Company for eight years, has resigned to take charge of the bowling alleys at Mussey's new establishment. The tournament of the association leagues began May 28, after having been postponed one week.

The journeymen bill posters here are all much interested in P. F. Schaefer's candidacy.

Outside advertising is having a decided boom in Chicago this spring. Firms that have rarely used the bill boards or other forms of outside advertising are making considerable displays. The Hub Clothing House uses posters on which appear figures in the latest costumes printed in plain black. The engravings on these posters is fine work, aside from the effect of the contrast between them and the brilliant posters on other boards.

The Siegel-Cooper store is using a lot of bill board space along the West Side elevated road. These "boards" are made of galvanized iron nailed to frames and painted as any other bill board would be. Each stand is, I should guess, about 8x16 feet, and besides the name of the store the special attraction for the time is painted in a panel at one end. Most of them are on roofs where "L" passengers can not miss seeing them. It seems to me that the use of galvanized sheet iron for this purpose is a distinct improvement, as it makes a continuous surface to paint over, and does not shrink and warp out of place.

Vi-tal is still much in evidence, and war posters are everywhere.

P. F. Schaefer says that the indications all point to a very large attendance at the convention of the International Bill Posting Association.

The Chicago presbytery, at a special meeting yesterday, passed a resolution asking Mayor Harrison to have the police remove from a number of Chicago bill boards signs that read as follows: "To hell with Spain; remember the Maine."

Would Reese "object" if offered the Presidency?

Bill posting is to be prohibited by ordinance at Merchantsville, N. J., according to The Camden Review.

The New York People gives Wilshire's "open" association idea almost a column in its issue of June 8.

What's the matter with Terrill, if any body should ask you?

BLOOMERS ON THE AD.

Naked ladies who drink water must hereafter put on some clothes. A Los Angeles distilled water company used a female form divine in its advertisements, and has received a letter from the W. C. T. U. protesting against it, says the Record, whereupon they have gallantly put bloomers on the ad, and it is all right.—Pasadena Star.

GOSHEN, IND.

(Special Correspondence.)

The fact has leaked out that Charles Krutz, our popular city bill poster, and Miss Blanche Delotter, a charming young lady, were married in Elkhart on Easter Sunday by the Presbyterian minister in that city. It was the intention to keep the marriage a secret for some time at least, but friends of the parties discovered the certificate and gave out the information. The large number of friends of Mr. and Mrs. Krutz extend heartiest congratulations and wish them a long and prosperous journey through life.

BECAME INSANE.

George Miller, the Columbus Billposter Loses Hia Mind.

One of the best-known men in Columbus is George Miller, one of the firm of Miller Brothers, the city bill posters For some time he has been failing, and during May became violently insane. He was committed to the State hospital June 1 upon the medical certificate of Drs. Starling S. Wilcox and H. W. Whitaker. The affidavit in the case was made by E. F. McGuire. Miller is 44 years of age and a native of France. He has been here for about thirty years, and he and his brother Joseph have built up a large business. Miller is given to convivial habits, and alcohol is partly to blame for his loss of mental power. He has some queer delusions. He thinks he is being persecuted and has homicidal tendencies. He has threatened violence to his wife and others. One of his delusions is that he is a rajah and his wife is the queen of England. Miller's wife lives at 700 South Front street and his brother at Shadeville. It is feared that his case will need long treatment, but his friends hope for the best.

WORCESTER.

(Special Correspondence.)
Worcester, Mass., June 15.

For nearly a year past he people living in the vicinity of Adams square have had their esthetic sensibilities more or less shocked by a big bill board belonging to the Wilton Bill Posting Company, which stands upon land owned by O. A. Kelley. The board is a good enough looking board, as bill boards go, but it spoils a pretty square. First they went to Mr. Kelley, but they could get no comfort from him. Then they went to Mr. Wilton. He received them pleasantly, but told them that he could not think of giving up the bill board. Then they offered to raise money and buy the board, offering as much as $200 for it. The offer was refused, and the board stayed there all winter.

About a week ago a section of it was found lying flat one morning. Manager Wilton sent out men to repair it, and yesterday morning he received word that it was down again. He investigated the matter and called in the services of an officer, but although some evidence was found as to who was responsible for twice demolishing the board, Manager Wilton said he did not care to prosecute unless the offense was repeated. Today he sent out men to set up the board again.

If Col. Burr Robbins would have it, the Association couldn't do better. He knows bill posting and bill posters. He has one of the best plants in America, and he can preside over a large and unruly body with dignity. Here's to Burr Robbins for the Presidency.

THE OHIO BILL POSTERS' CONVENTION AT SIDNEY.

SOME ADVERTISING DOES NOT PAY.

BY $AM W. HOKE.

"Advertising doesn't pay," says the occasional advertiser. "We put out some posters in Cincinnati, Hamilton and Dayton a year ago, and sales didn't increase five cents."

I say Cincinnati, Hamilton and Dayton because those are not the towns named, and because it is as easy to name them as any other towns.

I inquired very fully into this case, which is real with the exception named. I found that these people did post last year, for one single month, in three towns I saw the poster, and while it was not the worst, it certainly was far from the best poster ever made. The month of the posting was March, and it happened that rain fell almost every day during the month in the towns posted; the paper used on this poster was of the 40-pound weight, and as soon as it got moist it was practically unreadable, the paper underneath showing through.

It was, therefore, no fair test.

But the man who expects immediate results on a single month's billposting, or advertising of any kind, is always very apt to be disappointed: and if it were not so, the advertising field would be full to overflowing and there would scarcely be room for all. The very fact that the steady outpour of money with no returns scares off the majority of beginners, is one of the reasons why advertising does pay the man with nerve to stick.

The people have fixed ideas, notions, likes and dislikes. You ask them once to do something new, to try some new thing, and they pay no attention. Admiral Farragut was a brainy and nervy officer, and yet if he had had his way we would to-day be fighting Spain with wooden ships. Dynamite guns have been a success for years, but it was the middle of May, 1898, before a dynamite gun was ever used in actual warfare.

This merely shows that people are hard to move out of their beaten paths.

And the fact that they are hard to move is another argument in favor of advertising. When they have moved out of their rut and begun using your goods they are in another rut, and the next man who tries to bring them over to his goods has as hard a time as you had; and if he is an early quitter, you retain this trade perhaps for years after the advertisement thst brought it to you has been forgotten.

There is every assurance for a large increase in the volume of business of every description. Strenuous efforts are being made by all classes of business men to increase their business by all legitimate efforts. When the universal belief is that such and such a thing is a fact, our observation is that it is, or will be forced to be so whether it is or not. When we cry hard times we may expect hard times.

Now, there is no class of men who are in a position to help along the business of this country any more than those interested in advertising in any way. The advertiser, from the accomplished ad-smith to the circular distributor, has no excuse for maintaining that there is a depression in business. Ostensibly, he is seeking to increase business for his patrons, and in each and every instance should put the bright side up. A great many people have learned in the last few years that it is unsafe to rely on the misguided, or, rather, the misapplied statements of office seekers.

Mr. John B. Bowker's many acquaintances will rejoice in his securing the position of City Auditor of the city of Worcester, and congratulations are now in order. Mr. Bowker has marked ability, particularly along lines which will make him an ideal auditor. Method, accuracy and alertness are especially needed in such a position, and he has these in especial degree. The salary attached to the position is $2,000, and Mr. Bowker will be worth it to the city.

July 19 to 22 is the date, and the Leland House, Chicago, Ill., the place of the I. A. of D. Convention.

CALL.

Notice is hereby given that the regular annual convention of The International Association of Distributors will take place at the Leland House, Chicago, Ill., July 19 to 22, inclusive. All members are directed and expected to be present.

Jos. Reid, Pres.
W. H. Steinbrenner, Sec.

Washington State Fair.

The purses offered are for runners, trotters and pacers. The conditions are liberal, and you can bank on getting your money if you win, and it will be cash and not scrip. Besides the speed program, Washington will give large premiums for live stock, dairy, agricultural and horticultural products, which will draw a large attendance from every county in the State.

It will not be a North Yakima fair, but a Washington State Fair, and every county, city and hamlet in the State will take an interest in it. This race meeting is on the North Pacific racing circuit, and horsemen will get special rates throughout the entire circuit. For entry blanks and premium list, write to the Secretary, T. B. Gunn, North Yakima, Wash.

Remember the I. A. of D. Convention at Chicago, July 19 to 22.

The Prismatic Electric Sign Company of Williamsport, Pa., has established an Agency in the City of New York, with office at 110 Liberty street, Amthor & Sterling in charge. Also a Pittsburg agency, with Frank W. Gillett, Chronicle-Telegraph Building.

The Western Ad-Sign Syndicate is after Gunning's holdings on every hand. Suits have been filed in several instances, but Jones & Williams, ith Col Burr Robbins behind them, keep right on. They ill have some six of Gunning's very best sites before August 1st, so they claim.

E. C. Armo, representing the Dr. Miles Medical Co., of Elkhart, Ind., was a "Billboard" caller June 1. He had just finished a tour of inspection of Western Ohio, and pronounced the service of all I. A. of D. members as first-class. He was especially pleased with Terrill's and Steinbrenner's methods.

Little Rock, Ark., is to be reclaimed. Ray L. Thompson has bought the plant and promises a first-class service in the future.

BRIEFS

BOILED DOWN.

At the recent convention of the Pacific Coast Bill Posters' Association the proposed amalgamation of Siebe & Green and Owens & Varney overshadowed all else.

Mr. L. D. Hoffer, the city bill poster, is presenting some unique advertising schemes for business men for the summer months and The News is pleased to say he is meeting with much encouragement in his commendable enterprise.—Meridian (Miss.) News.

There is opposition at Erie, Pa., again. J. J. Cunningham, manager of the Opera House Bill Posting Company, was arrested recently by Alderman Swap on the charge of trespass in that he is alleged to have posted bills on boards belonging to the Erie Bill Posting Company. Mr. Cunningham did not deny that he posted the bills, but claimed to have a lease on the boards. At last accounts the case, after being continued several times, was still pending.

The Wilshire Posting Co. of Los Angeles, Cal., are mailing a poster which depicts their choice locations. It is sent to advertisers and agents. The scheme is a good one.

W. C. Terrill, of Lima, O., paid us a pleasant visit June 10th. He had been to Chickamauga and returning stopped over at Lexington to visit L. H. Ramsey. The latter insisted on his going to Louisville, which he did. Mr. Tirrill says Ramsey has all the best of it at the Falls City.

Mr. Samuel Warner's exhibit of posters and juvenile book illustrations was a revelation to many who are not familiar with such work made up from the model; quaint, unkept urchins about our city village serving him for the purpose.—Quincy (Mass.) Advertiser.

James A. Muldoon has a contract for twenty large signs from C. R. Guppie & Co., Portland, advertising the Onion cigar The young painters are at work on the brick wall of E. S. Martin & Son's block, Water street, where a sign 20x15, (covering three hundred square feet) is being painted in a conspicuous place. Mr. Muldoon has a number of large contracts for ads. from leading firms and is rapidly covering up his numerous bill boards.—Eastport (Me.) News.

P. F. Shea & Co. have bought the bill posting business of Perkins & Lenoir, at Springfield, Mass. Mr. Perkins will manage the business for the new firm.

Joe Noyes of Salmon Falls, N. H., has entirely recovered from his recent accident. His shoulder was badly dislocated.

Frank R. Stone was made the authorized bill poster of the village at the last meeting of the trustees, conditional upon his keeping posters from being put up where they will be unsightly or objectionable.—Middlebury (Vt.) News.

Expressman Frank A. French has sold through Edward Fly's Business Agency, his express and bulletin board advertising business to L. M. Keith, of this city, who will carry it on as heretofore by the former owner. —Putnam (Conn.) Patriot.

Mayor Phelan of San Francisco objects to boards on gables and low roofs.

The Board of Aldermen of Rochester, N. Y., on June 1st directed the Corporation Counsel to enforce the existing bill posting laws and ordinances, and also to carry on the litigation with the Rochester Bill Posting Co.

An English advertising firm wants to board the banks of the Suez Canal and decorate them with advertisements.

The Bill Posters' Union of Boston last month gave a reception and entertainment to the bill posters connected with W. F. Cody's Wild West show. New York, Chicago, Detroit, and Philadelphia unions were represented by the visitors. The officers of the Boston union are: President, Frank Lloyd; Vice President, Fred. E. Thyng; Secretary William Schofield; Financial Secretary, William Hale; Treasurer, George Williams.

Streator, Ill., has passed an ordinance licensing bill posters.

Mayor Ford of Pittsburg vetoed the new bill posters' ordinance June 1st and council promptly passed it over his veto.

The best advertising done by bill posting firms is done by $am W. Hoke, of New York. That dollarsign is a trade mark that is known throughout the fraternity.—The Advertising World, Columbus, O.

Hereafter the Sheriff in Philadelphia will not count upon bill posting fees as perquisites. He is now compelled to turn them into the city.

L. H. Ramsey was a "Billboard" caller June 16. He reports steady progress at Louisville, and speaks with easy confidence of the ultimate outcome. Colonel Ramsey believes in an open association, but entertains decided objections to the name. In the course of conversation he outlined his views on association ethics and advanced some ideas that for daring innovation even outdo those of Wilshire of Los Angeles. He won't have it, however, that he favors an open association.

Col. L. H. Ramsey and Mr. O. P. Fairchild of Covington have adjusted their differences and have agreed to agree hereafter.

A rose by any other name would smell just as sweet. We are willing to discard the word "open" and advocate an "ideal" or a "better" association. We care not for the name. It's the reform we are after.

"Hote" says he is going to have Harry Munson and Reagan and Clark elected to membership in the A. B. P. at the Buffalo meeting. He says it, moreover, with all the easy confidence of a man who is sure of his ground.

I. A. of D. Convention at Chicago, July 19 to 22.

L. E. Tieman, of Belleville, Ill., says he has enough work at home, and does not care to take in the smaller towns around him.

$AM W. HOKE

Gets the Big Washburn-Crosby Flour Posting.

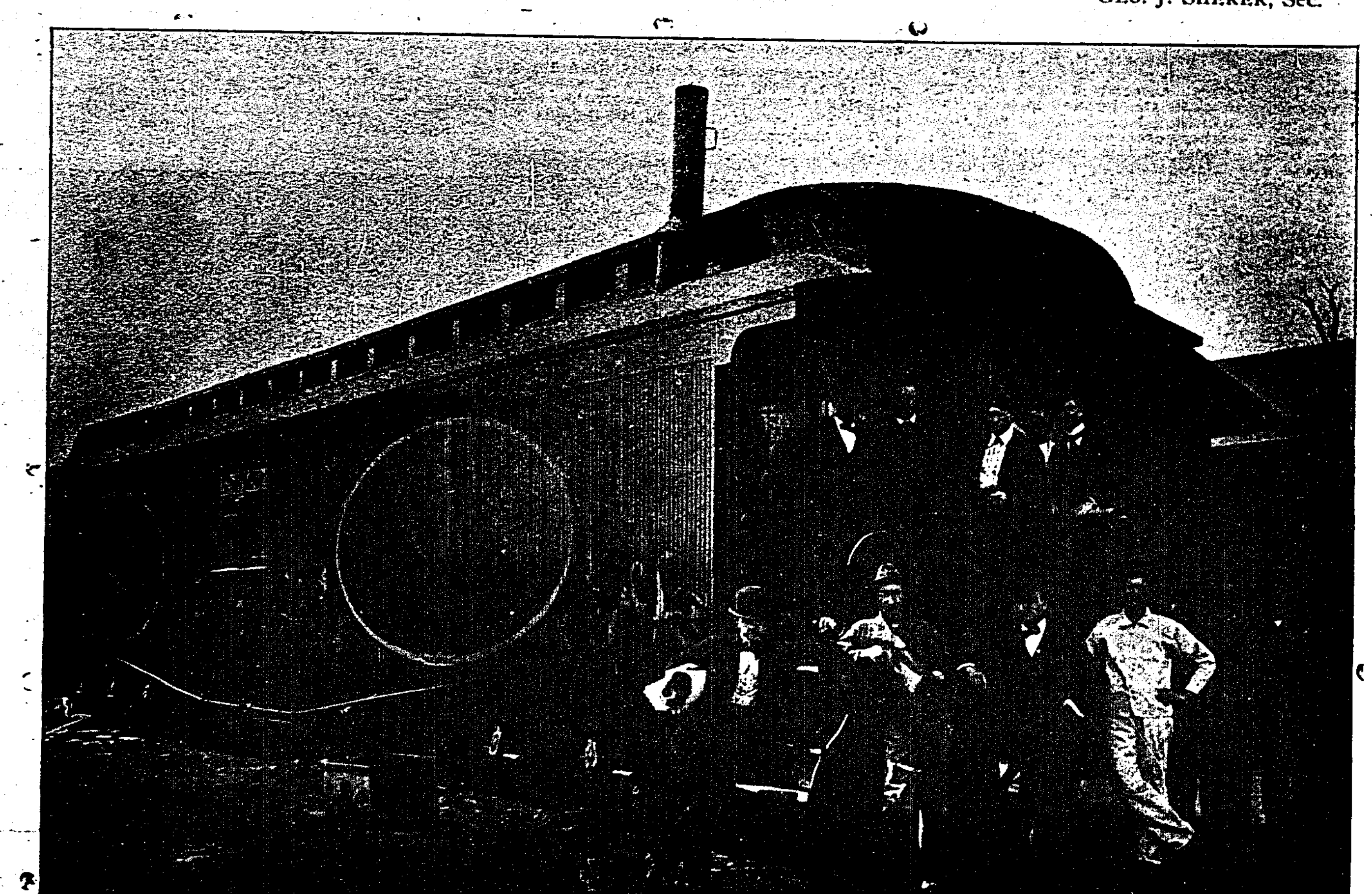
The mammoth contract for the posting of the Washburn-Crosby flour of Minneapolis goes to $am W. Hoke, the enterprising and aggressive New York agent. The territory to be covered embraces everything east of the Rocky Mountains. It is one of the largest deals ever made in the history of billposting. Hoke also secured the posting for Chambers Encyclopædia for J. P. Lippencott & Co. The latter bills heavily in small towns only.

OFFICIAL CALL.

To the Officers and Members of The International Billposting Association:

Greeting—By virtue of the power vested in me by the constitution of our organization, I hereby decree that the regular annual meeting of The International Billposting Association shall take place at the Leland House, Chicago, Ill. beginning July 19, 1898, and direct all officers and members to assemble at 10 a. m. at the time and place first above mentioned.

[Signed] P. F. Schaefer, Pres.
Geo. J. Sherer, Sec.



A WALLACE CAR AND A BUNCH OF W. E. FRANKLIN'S AGENTS AND BILL POSTERS.

SIGN PAINTERS AND SIGN MANUFACTURERS
SIGNS
DEPARTMENT • CONDUCTED BY R. H. FORGRAVE.

KLONDYKE.

A Sign Painter Strikes It Rich.

Joe R. Fitzgerald, One of Hote's Indians at Dawson City, Makes a Big Stake—Interesting Letter to His Former Employer.

We are indebted to Mr. C. S. Houghtaling of New York for the following highly interesting letter from the gold fields of Alaska.

The envelope of the original was worn out on the trail, but the gold dust spoken of reached its destination safely.

We present the letter in full, only eliminating entirely personal paragraphs.

Dawson City, N. W. Terr.,
No. 6, Below-Discovery Bonanza Ck.
Klondyke Dist.,
March 12th, 1898.

Mr. C. S. Houghtaling, Esq., New York City:

Dear Sir.—I have just received your letter of last September and it was a cure for sore eyes to see the old familiar envelope. First, please excuse the writing paper, but it is the only thing I can get to use, and glad to get even it. The only thing that is plenty here is gold dust.

Well, as you see, I am all O. K., and pulled through the winter without much trouble. A great many have scurvy, for want of proper food or enough of what we have. I haven't had the scurvy, (but have had nine different kinds of lice.) I can tell you, if ever I get out of here "beans" will part company with me. Anything would do for a change now; I would tackle Smith's Bile Beans; it is the only way I haven't tried to eat them in here.

I just bought a plug of Battle Ax for $5.00 to chew of Sundays, (for a change). I chew spruce bark while working week days.

I own an interest in No. 6, Below Discovery Bonanza, and have been working it all winter, but haven't struck anything very big until two weeks ago, from $10 to $80 a pan, and have put on eight men to work it, at $15 per day each man, but I am afraid that water will soon come in on us, and we will have to stop. If I can work it fifty or sixty days yet, and the pay streak holds out, I will take out lots of dust.

I am just sending out a claim I own, one-third interest on the outside, to sell for twenty thousand. It is No. 4, Adams Creek, runs into No. 6, B. D. Bonanza. It has never been prospected very much, but No. 1 and 2, Adams Creek, are very rich. I may be doing a very foolish thing to sell out at that price, as Adams property I think is good, but has been prospected very little. It is the finest looking gulch in the district. Enclosed I send you some Adams Creek gold I took out to-day, as my shaft is right at the mouth of Adams Creek, and it is Adams Creek gold we are getting, not Bonanza gold, although the claim is on Bonanza Creek. I would hold No. 4 myself, but my partners have been in here for several years, and want to leave the country, as it is hard lines to remain here for anyone, especially when they have made a home stake. This gold I send is very fine, but the general run is very coarse, from the size of a pea to a walnut. I think I will make a good clean-up in the Spring, in time to take care of your advertising matter, give it every attention, and push all the goods you recommend for your cusomers.

There is a fine-sized city in Dawson now, and the first come, first served. We will have it painted up in good shape, and show the people that "Hote" is the only live advertiser in America.

When I finish this territory, I will hire Indians to pack the materials, paints, &c., toward the pole as near as I can get by the route you have sent me. Traveling is very expensive here, but I started out to put an ad. on the "Pole," as you directed, and it must be done. Have the other boys reached the South Pole yet?

It will be a big ad. for you if we succeed in getting your route complete from Pole to Pole, but you know that when you send your men out on a route nothing can stop us until it is complete.

It has been a very mild winter here, old-timers say—only down to 60 or 70 below, but a man has to get used to it. Several have had their limbs frozen and died from the effects, and several have been frozen to death, and scurvy is very bad. There was at no time danger of starvation, except early in the Fall, before so many went out over the ice to Ft. Yukon, but grub is very high. One dollar per pound for beans, flour, bacon, rice and sugar, with salt at 8 cents. Whisky is very cheap, 50 cents per drink, good stuff, made right here on Bonanza Creek, called "hooch." I prefer red ink or Davis' Pain Killer myself. Unfortunately, I can not get either, so I have to go against the "hooch," but not very often, you bet.

We hear that everything is Klondyke outside, and expect a million people in here next Summer. Dawson City is a very unhealthy place, or will be next Summer, and people will die by the hundreds. They should certainly have some kind of sanitary laws here. It was bad enough here last Summer, but will be a hundred times worse next.

I am sorry I did not get your letter sooner, but this is the first mail that has reached here this Winter, nearly all dates September last. No doubt you would have liked to have heard from me earlier, and unless you have already made arrangements, it will take you some time to get started successfully, so as to get the lay-out here in time. I don't think I will go out in the Summer, but will stay one more Winter here, as I w... be better fixed next Winter, and can stand it better without much trouble.

I see that the people want to get goods here. There is a ready market here for everything. I will have your answer and others that write me, as I expect more of the same kind from others, and of course will endorse their goods if they do business with you. No doubt their goods have merit, and if they are ready to push them in the proper way, they will have a ready market for years to come, as this country is just being opened up, and it is going to be a wonder as a mineral producer. It may be a trifle expensive at first to introduce goods, but they will get larger prices to even up, and once they get the goods started and create the demand, it will be just like digging gold after you locate the pay streak.

They are building several large buildings here in Dawson City, and I think there will be lots of space. I would like to start in here with a crew of four men early in the Spring, with plenty of paints and oils, as there are some fine locations on rocks, particularly in the Canon or Rapids, also Five Finger Rapids and other canons.

Now, I will tell you what I have been thinking of. If you can not make arrangements for this season, let me know and I will try and get out in time to get in early with a good outfit of paints, oils, &c., and with a year's outfit of grub, come down the river, and as soon as cold weather sets in, go prospecting.

You see that would give you a chance to kill two birds, for you would be in on everything that would be located, as I am now getting a knowledge of mining, prospecting, &c., and come very near knowing just what a man wants to do to make a complete success in an enterprise of this kind, after having pulled through this Winter.

This country is very large, and but very little has been prospected, and the expense of sending in an outfit in the proper way would be much cheaper than you possibly imagine. I think it would be a complete success. Your idea is a very good one in regard to sending goods, but I doubt if you could get them here this Spring. Lumber doesn't cost much here, $250 per thousand, so bulletin boards are out of the question.

I do hope you can do a booming business on the strength of this excitement, for you are the whitest man I ever worked for. Of course I have no kick coming now, as I am on the sunny side of the fence, but you can depend that I will help you in any way that I can. If you send a man in here, send a good one; that is, one that you can rely on, and as I am familiar with this country I can help him to a great extent, and if I am not tied up in claims or working them, I will work with him. I will do all I can in the way of corresponding you desire, and refer all letters of inquiry to you, as the enclosed, and will possibly be of some benefit to you.

Let me know as soon as possible if you have already made arrangements for sending the stuff in; if not, I will try and make a flying trip out and take charge of an outfit over the trail.

I know of some good-looking territory both up and down the river to prospect in, in cold weather, which is the only time the prospecting can be done successfully, and in Summer we can do the advertising.

I am learning all I can in the way of prospecting and mining in this country, as I expect to follow it up to a certain extent. I am young, and I think this an opportunity of a life time. To make a fortune mining in this country is far different from anywhere else in the world. Old miners can tell nothing by formation, &c., and gold is always found here just where a practical miner would never look for it. In fact, it is a study in itself to find how the gold came to be deposited in such strange places. For instance, some very rich diggings are found on the tops and sides of mountains. There will be a great deal of gold taken out of here this Winter.

I will close for the present, with kindest regards to the boys and yourself.

Yours very respectfully,
JOE R. FITZGERALD.

P. S.—Mr. Houghtaling, do not invest or have any of your friends invest in anything property) thatis selling outside that was sent out from here, as four-fifths of it is not any good. Anyone who has good ground here is working it, and will not sell it, either. The prospect that is being sent out as a rule is on the bum. J. R.

GREAT SCHEME

For Country Road Ads.

The fence sign along country roads will soon yield to the new idea of advertising arches over the road. The new idea will first be put in practice at Los Angeles, Cal. Space on country roads is always valuable and finds ready sale among retail merchants in the city. Space on these arches will be doubly valuable. We give herewith a copy of the ordinance authorizing the erection of the arches:

THE BOARD OF SUPERVISORS OF THE County of Los Angeles do ordain as follows:

Section 1. The special privilege is hereby granted to Messrs. C. B. Dodson and E. G. Archibald, for the period of twenty-three months, to erect and maintain over the public roads and highways of this county, advertising arches of the character and description as shown by their plans and specifications for the same on file in the office of the Clerk of this Board.

Sec. 2. Said advertising arches shall be not less than twenty feet above the roadway wherever they shall be erected; they shall be erected in a substantial manner, upon poles set at least eight feet in the ground, of a size equal to 14 inches by 14 inches at the ground, and tapering to 10 inches by 10 inches at the top, securely braced to posts on each side of the poles upon which they are erected; the poles shall be at least fifty-eight feet apart, except upon roads of less than such width, and upon suc roads they shall be placed at the exterior edges of the road or highway.

Sec. 3. There shall be at all times, while said advertising arches shall remain over the roads of the county, be maintained in a conspicuous place upon each side of he said advertising arches, on the posts, thereof, signs showing the distance from the City of Los Angeles, and distance and guide to the adjacent cities or towns. The said signs shall be painted in letters not less than four inches in height and in such manner as to be distinctly seen from the roadway, and under the direction of the Road Commissioner of the respective districts.

Sec. 4. The said C. B. Dodson and E. G. Archibald, their successors and assigns, shall be and become responsible for any and all accidents that may arise out of the erection or maintenance of said advertising arches, and the said Dodson and Archibald shall, at their own expense, remove the same temporarily for the accommodation of moving houses.

Sec. 5. This ordinance shall take effect and be in force on and after the 2d day of June, 1898, and prior to the expiration of fifteen days from he passage thereof shall be published for a period of ten days in the Evening Express, a newspaper printed and published in the County of Los Angeles, State of California, with the names of the members of the Board of Supervisors of said county voting for and against the same.

VERY ATTRACTIVE.

The United States Flag Painted by the Ottawa Billposting Company.

One of the most attractive, as well as up to date and catchy posters we have seen is on the Ottawa Bill Posting Co.'s boards on Madison street, opposite Armory C. It is a hand-painted twenty-sheet of a handsome American flag, with a red, white and blue border entirely around it. Across the top in bold letters are the words, "Remember the Name." Ottawa Bill Posting Co., Out Door Advertisers.

This young firm is progressive, and has a nice line of boards in this city, and has them full of paper from the National Advertiser. They pay the city $40 per year license and are the only licensed bill posters in Ottawa. They also do house-to-house distributing all over La Salle County.—Ottawa (Ill.) Trader.

RED JACKET VERMILION

More Durable than any other. Send for Sample, Light or Deep. . . .

BILLINGS, TAYLOR & CO.

Cleveland, Ohio.

Southern Illinois would be comparatively unknown but for L. E. Tieman, the hustling billposter of Belleville, Ill.

A Growing St. Louis Enterprise.

Mr. W. F. Williamson of the Williamson's Sign System, has just completed arrangements with the Western Ad-Sign Syndicate of Chicago, to complete a circuit of the larger cities throughout the United States, for painting bulletin signs and general display advertising.

The Western Ad-Sign Syndicate is a new corporation with a capital stock of $100,000. The officers are: Mr. Fred. D. Jones, recently Secretary of the Gunning Co.; Mr. J. E. Williams, former manager of the bulletin system of the same company, and Mr. Burr Robbins, the veteran showman, who is known from ocean to ocean. Mr. Robbins is also connected with the American Bill Posting Co. of Chicago.

The financial strength of the Williamson Company, combined with that of the new syndicate, will enable Williamson and the Western Ad-Sign Syndicate to control all prominent locations in St. Louis and Chicago. It will also result in St. Louis being installed hereafter by a St. Louis company.

This syndicate has already made co-operative arrangements with the local bulletin people in Kansas City, Omaha, St. Paul, Minneapolis, St. Joseph, Denver, Cincinnati, Cleveland and all Southern cities, it being the intention of this new concern to give the advertisers a better service than has heretofore existed in the display advertising line.

Mr. Williamson is also President of the Merchants' Bill Posting Co. of St. Louis, a new company recently organized by request of the St. Louis merchants, to carry on a legitimate bill posting business. Mr. Williamson has always been in close touch with the St. Louis merchants, and his new enterprise of doing a national business will be approved by them.

This new company has no connection whatever with any other sign company in St. Louis or Chicago. It is well to state that St. Louis is better represented by its various products throughout the country than any other city in the Union.

A sign painter in a small town in Ohio has built up a lucrative trade in "sidewalk signs." He paints signs on the sidewalks in front of stores, and as they have to be renewed every day he has all the work he can attend to.

The American Sign Painters' Alliance is the name proposed for the new sign writers' association.

Much interest is manifested in the Sign Painters' Association, but many sign painters have jumped at the conclusion that "The Billboard" proposed it and is organizing it. This is erroneous. We were informed that such an organization was needed, announced the fact, and offered to agitate the subject and aid the movement. We can not undertake the work of organization, because we have neither the ability nor time.

POSTERS

FOR ANY PURPOSE.

Our one-sheet Uncle Sam Poster is the best poster extant to advertise a Fair or a Celebration, or in fact anything that needs publicity. We can print and ship same day we receive order. Prices: 100, $4.25; 200, $6.75; 500, $13.00.

Our new Flag Border used with our Stock Letter makes a great stand. Sample 75c.

Patriotic Dodgers, in colors, 6 kinds. 1,000, $2.50; 2,000, $4.00.

We can furnish you with everything necessary to advertise any kind of gathering.

HENNEGAN & CO.

Cincinnati, Ohio.

The Queen City Sign Co. advertise "Artistique Cynes."

Morton, the Cincinnati bulletin man, signs his bulletins "Morton, the adster."

Every sign painter should read as many advertising papers as he can find time to peruse. "The Billboard," of course heads the list, but there are a dozen others that can be used to advantage. Prominent among these latter may be mentioned that "Advertising World, Columbus, O.; Advertising Experience, Chicago, Ill.; The Ad Writer, St. Louis, Mo.; Printers' Ink, New York, and Profitable Advertising, Boston, Mass.

A sign writer who gets a good run on hand-painted show cards, placards, price-marks and window cards has a trade that is considerably more profitable than the heavier signs.

Harold Wilson, in the June issue of The Arena, treats of "The Relation of Color to the Emotions." Among other interesting observations is found the following: "The human eye is capable of distinguishing 100,000 different colors or lines and twenty-five shades or tints of each line, making a total or 2,000,000 color sensations which may be discriminated." Rood's Modern Chromatics supports him.

"Hote," the Sign King of New York, was a "Billboard" caller June 1. He is the same breezy, cheerful, hustling Hote that he has always been. He lends us a letter from one of his former employes now in the Klondyke. It appears in another column.

Sentenne & Green, 95 to 99 Hudson street, New York, is the only house making signs that can produce a sign in a number of colors, containing from twelve to fourteen square feet. They can make a sign even larger than this in two colors.

Probably our friends who paint ungrammatical signs go on the theory that the man who is always striving to talk grammatically seldom says anything worth listening to.

It seems appropriate that distributors should have placards on the sides of their wagons announcing for whom the distributing is being done, etc. These placards may be made of sized muslin, lettered with gypsine. Gypsine is unlike other water-colors, inasmuch that it will stand a pelting rain.

Much blue on a sign composed of light colors sometimes gives it a hazy appearance.

To dissolve bleached shellac, lay it in ether until it swells, then it will dissolve entirely in alcohol.

To mix gold bronze, take good gold, size and mix in the bronze until there is a thick paste, then thin with turpentine until the paint is of the proper consistency.

To mix paint for lettering on dry muslin, mix the dry colors or colors in Japan with one part of hard oil and two parts of benzine.

What next? It is said that some enterprising fellows are making a good brown paint from the Egyptian mummies!

Pure lamp-black, when mixed with white, produces a bluish gray, rather brilliant in tone.

Salt air will destroy white lead. Signs close to the sea shore will last longer when painted with zinc.

Poster Printers

A fine quality of lithographic stone has been discovered near Huntsville, Alabama. Only surface stone has yet been taken out, but it is said to compare favorably with the Solenhofen article.

Some sterling posters, which have recently appeared on the boards, bear the imprint of the Stapleton Co., Chicago.

Francis-Valentine Co., of San Francisco, write as follows, viz.: "We had a very successful fire. We intend to resume business again in the Mantic Building, corner of Clay and Sansome streets, and in addition to this, will have an elaborate up-town office. We are going into the show business almost exclusively."

Hennegan & Co. have added another new cylinder press. It is a modern, fifty-inch, money-maker, and a slow old-timer was discarded in order to make room for the new one.

The Strobridge Lithographing Co. has added two new double sheet presses.

The Donaldson Lithographing Co. is the busiest printing office in America just at present. Despite increased facilities, they are compelled to work overtime to keep up with their orders.

A. H. Hart, of Chicago, is doing well as a printer's broker.

Russell & Morgan are making a tremendous bid for theatrical patronage.

Manager Anderson, of the Enquirer Job Rooms, spent the better part of June in New York.

The Central Show Print is the headquarters of Ringling Bros., while "Ido's oder feller's" hang out at The National.

R. W. Jenkinson Co., of Pittsburg, are using one of the most elaborate and costly envelopes that has come under our notice.

WAR LOAN.

Washington, D. C., June 13, 1898.

Editor of "The Billboard":

It is intended to give the bonds of the War Loan authorized by the Act to provide ways and means to meet war expenditures, the widest distribution possible, in order that all the people may have an opportunity for participating in the loan.

I have the honor, therefore, to ask your co-operation in disseminating information which will give a better understanding of the nature, characteristics, and incidents of a Government loan, and to that end, I will thank you to lend your aid by publishing in your columns the statement inclosed, which is intended to give, in as brief a manner as possible, a description of the Registered and Coupon Bonds of the United States, and how to subscribe for them.

Respectfully yours,
L. J. GAGE,
Secretary.

The Secretary of the Treasury invites subscriptions from the people of the United States for the $200,000,000 of the bonds of the 3 per cent loan, authorized by the act of Congress to provide ways and means to meet war expenditures. Subscriptions will be received at par for a period of thirty-two days, the subscription being open from this date to 3 o'clock p. m. on the 14th day of July, 1898. The bonds will be issued in both coupon and registered form, the coupon bonds in denominations of $20, $100, $500 and $1,000, and the registered bonds in denominations of $20, $100, $500, $1,000, $5,000, and $10,000. They will be dated August 1, 1898, and, by their terms, will be redeemable in coin at the pleasure of the United States after ten years from the date of their issue, and due and payable August 1, 1918.

The bonds will bear interest at the rate of 3 per cent. per annum, payable quarterly; the interest on the coupon bonds will be paid by means of coupons, to be detached from the bonds as the interest becomes due, and the interest on the registered bonds will be paid by checks drawn to the order of the payees, and mailed to their addresses.

The law authorizing this issue of bonds provides that in allotting said bonds the several subscriptions of individuals shall be first accepted, and the subscriptions of the lowest amounts shall be first allotted. In accordance with that provision, allotments to all individual subscribers will be made before any bonds will be allotted to other than individuals. All individual subscriptions for $500 or less will be allotted in full as they are received, and such subscriptions must be paid in full at the time the subscription is made. If the total sum subscribed for in amounts of $500 or less should exceed $200,000,000, the allotments will be made according to the priority of the receipt of the subscriptions.

For the mutual convenience of the subscribers and the Department, a blank form of letter to accompany remittances has been prepared, and it may be obtained at the offices of national and State banks generally, at the several principal cities of the United States, at any money-order post office, and at any express office.

The bonds will be dated August 1, 1898, and they will be forwarded to subscribers at the address designated by them free of expense for transportation as soon after that date as possible. The bonds will be accompanied by a check for the amount of interest due the subscriber at the rate of 3 per cent. from the date of the bond to August 1, 1898.

All remittances and other communications relative to this loan should be addressed to the Secretary of the Treasury, Division of Loans and Currency, Washington, D. C.

All subscriptions must be received at the Treasury Department, Washington, D. C., not later than 3 o'clock p. m., Thursday, July 14, 1898. No subscriptions received after that date and hour will be considered.

L. J. GAGE,
Secretary.

PROWLING PRUDES AGAIN.

Legs of Pianos Must Be Covered.

Webster City, Iowa, has distinguished itself. In response to a request of an unpure minded minister, the mayor of the town ordered the police of the town to cover all the figures of female acrobats in tights displayed on the Wallace Shows posters, with white paper.

It was done and of course resulted in a tremendous advertisement for the circus, and two mammoth houses. It has also branded the minister as a nasty, evil-minded prude in that community.

In Omaha recently the women of the Salvation Army climbed at night to the top of the administration building of the exposition and cut and mutilated some nude figures used for decorations. By so doing, attention was called forcibly to the nudity which would not have been so strongly noticed but for this exhibition of religious wantonness. These acts reminds us of the passage in Boswell's life to Dr. Johnson, where Boswell says to the famous doctor, pointing to a statute, "Is that statute immodest?" Dr. Johnson replied, "No, but your remark is." It was a forcible illustration of the old saying, "Evil to him who evil thinks." The nude has been used and admired in art in all ages among the cultured people of all nations, and it will doubtless continue to be used, in spite of the actions of cranks and misguided religious zealots

They are still scrapping at Worcester and Louisville. A poster does not live longer than half an hour on an unprotected daub in either city. It is fun for the bill posters, but it gives the advertiser cold feet.

An open association would have corrected these conditions long ago. A close association only aggravates them.

BILL POSTERS.

We want the name and address of every bill poster in New York, Pennsylvania, Ohio, Indiana, Illinois, Wisconsin, Minnesota, Iowa, Missouri, Kentucky, Tennessee, Michigan, Virginia Delaware, Maryland, West Virginia, New Jersey, and all of the New England States.

ALSO, advise just how many 16-sheets, 3-sheets, and 1-sheets that you can AND WILL post and protect for us, and the price for one, two and three months showing.

NEU-ROT-ICO MEDICINE CO.,
HORNELLSVILLE, N. Y.

AMERICAN NEWSPAPER DIRECTORY.

The June issue of the American Newspaper Directory, consisting of over 1,300 pages, is before us. It is an epitome of newspaperdom, a vast encyclopedia of newspaper information, and an indispensable adjunct of every intelligent advertisers library. Its costs $5.00, is worth $25.00, and can be had by addressing Geo. P. Rowell & Co., No. 10 Spruce street, New York.

FROM ENGLAND.

We received last month from Walter Hill & Co., of London, England, a most interesting lot of brochures, including the programmes of the Barnum and Bailey Shows. The printing of the latter, especially the covers, is the best English work that has ever come under our notice.

"The Boookkeeping and Accounting of the Periodical Publishing Business," is the subject of an address to be delivered before the Business Section of the National Editorial Association, at the approaching convention in Washington, July 7 to 12, by A. O. Kittredge, C. P. A., C. P. A., Editor of "Accountics." An analytical discussion of the business records of this important industry, such as Mr Kittredge is able to present, can not fail to be of interest and value, not only to those who are teaching the art of account-keeping, but also to every one who is connected with the publishing business. The address will be illustrated by charts and numerous diagrams.

Seven dainty booklets, received from the W. B. Conkey Co., of Chicago, are among the very finest specimens of fine printing we have ever examined. We learn that they were designed, compiled and turned out under the supervision of E. A. Wheatley, who has done much cleaver work, but in this instance has outdone all previous efforts.

Among them is a wonder called "Mexican green for Amour Packing Co., entitled, "Chicken Tamale." Its equal has never been seen.

All of the books, however, are beautiful, and any one in need of an advertising brochure would do well to write the Messrs. Conkey Co., and secure sample copies of the beautiful specimens. Their address is 341 to 351 Dearborn street, Chicago, Ills.

Robert Burns Cigars, with 8 sheets and 16 sheets, are making a big showing.

NOTES FROM THE METROPOLIS.

Whiskys— All kinds of whisky—seem to have got the bill board fever at the same time. The New York boards are at the present time Hunter Rye, 12 sheets; Hunter Rye, 20 sheets; Old Crow Rye, 8 sheets; Old Valley Rye, 3 sheets; Belmore Rye, 3 sheets. (And the Kentuckian, who says at anything but bourbon has to go thirsty or drink Fitzgerald's Garry Owen Ale).

Munson has the exclusive billing of Columbia Salad Dressing, 8 sheets; Pierce Bicycles, a vast number of individual sheets; Fitzgerald's Ale and Beer, 12 sheets; Gabler Pianos, 16 sheets; Dunham's Cocoanut, 8 sheets; Seidenberg's Cigars, 1 sheet, 3 sheets, 8 sheets; 16 sheets, 20 sheets and 24 sheets; Nevy Fine Cut, 24 sheets, etc., etc.

The new 16 sheet of Young's Hats bears the imprint of Sam W. Hoke. It is very showy in blue, red and yellow. Hoke is putting out a hundred thousand sheets of Seidenberg's Cigars. It goes on Munson's boards, "of course," and runs for five months—20,000 per month.

About the best bill board advertisers in the Metropolis are H O and the Journal. H O gets out a new poster about every two weeks, while the Journal has something new every week.

Harry Munson is constantly adding new locations to his already immense list of prominent holdings. Broadway and Canal street, Broadway and 13th street, and Broadway and 23th street are among his latest additions. He now controls Broadway absolutely from 49th street to South Ferry.

A prominent advertiser who was testimonializing the service of Munson, as well as of other bill posters in New York, took the afternoons to drive over the city, inspecting his paper. After examining practically every bill board in town, he concluded that it is useless to use any but Munson's boards, which he pronounces the best, the cleanest, the most prominent, and altogether the most carefully kept bill boards he ever had the pleasure to inspect

Among the agents, Hoke, in his splendid new offices, makes the best showing. He looks busy and prosperous.

Delegate Thomas Sheehan, of Billposters' Union No. 1, requests the editor of the Miscellaneous Section June 2 to see that their organizations employed members of his union to distribute and post bills when they had such work to do.

Harry Munson's plant, under the energetic direction of W. B. Lowden, is fast encroaching on the preserves of the other two. Everybody concedes that Munson now has not only better boards but more of them than Van Beuren.

CAPT. BOB COOK'S WATER SHOW AND FIREWORKS CO.

Special Attention Given to Fairs, Expositions and City Displays.

"BATTLE OF MANILA," "BLOWING UP OF THE MAINE,"

And all the Latest War Spectacles.

A varied program of Water Feats, the most thrilling and exciting out-door exhibitions ever witnessed. . . . . .

Terms Reasonable. Satisfaction Guaranteed. Good Paper. Write for References, Testimonials, Catalogue, etc.

OFFICE 303 CUYAHOGA BLDG., CLEVELAND, O. M. M. CARROLL, Sec'y.

WM. O. LIGHT, LAMARS, IA.
CITY BILLPOSTER.
P. O. Box 665. Reference, First National Bank.
Member I. B. P. A. and I. A. of D. Own and control all billboards and privileges in city. Population 6,000.

ATTRACTIONS WANTED FOR
The Danville Merchants' Fair Ass'n.
Guaranteed Fund $4,000. Fully Subscribed.
DANVILLE, ILLINOIS
Elmwood Driving Park, Sept. 5, 7, 8 and 9, 1898.

LETTERS TO THE EDITOR. A MONTHLY EXPERIENCE MEETING AND AN OPEN COURT.

London, Eng., May 25, 1898.

Editor "The Billboard," Cincinnati, O.:

Dear Sir.—Referring to yours of 12th March last, I now have pleasure in being able to inform you that the meeting will be held at the Ancient Concert Rooms, Dublin. Messrs. David Allen & Sons, Limited, as proprietors of the Irish Bill Posting Co., cordially invite the delegate from America to all the functions under their control in connection therewith.

Messrs. Allen would also be pleased to meet the delegates in Belfast should it be their intention to visit that city either before or after the meeting.

I am asked by Messrs. Allen to beg of you to accept this as a formal invitation on their behalf to the delegates and to add that they will try their best to give them a "cead Mille Failthe." P. S. O.

Cincinnati, O., June 8, 1898.

To the Editor of "The Billboard," City:

Dear Sir.—Please give me space for an open letter to the distributors and bill posters of the United States. As this is the last issue of "The Billboard" before our coming convention, I wish to impress upon all the distributors and bill posters that it will be to their interest and benefit to attend the coming convention of the I. A. of D. I have every assurance that there will be a large number of advertisers in attendance; also that we will not lack for entertainment while in the "Windy City."

There will be several questions of great importance discussed at the coming meeting. One will be a uniform scale of prices. All the readers of "The Billboard" have heard both sides of the questions, therefore should be able to make up their minds before going to Chicago which they like the best for the distributors at large. I wish to impress upon all that this question regarding a scale of prices is a very important one; each and every distributor and bill poster, whether a member or not, will be affected. There is not the least doubt in my mind that what the I. A. of D. decides upon will be adopted by the entire craft.

Another important question, which will come up at this meeting will be territory. As it is, we have been granting members the control of an entire county. I doubt whether this was a wise plan. The International Association of Bill Posters will meet on the same date at the Leland Hotel. It is therefore an assured fact that the attendance will be very large. This will be an opportunity for members of the craft to get personally acquainted with each other. As the Bill Posters' Association has great influence with the advertiser it will also have a tendency to bring to our meeting a large percentage of advertisers that dates we have not secured.

I think it is to the interest of every distributor and bill poster to attend this convention. Some may say, "I have not the money to spare." I have to say right here that I believe every delegate who attends this meeting will come away satisfied that he has received more than twice the worth of his money. No doubt many will be able to close contracts that would pay for half a dozen trips to Chicago.

The I. A. of D. is now in the fourth year of its existence, and I, as Secretary, would very much like to meet personally the men with whom I have been in correspondence for several years. I believe it would be to our mutual interests and benefit to know each other and become acquainted with each other, and in this way we will be able to advise and consult about the best means of improving service. I would like to impress upon you that this is the turning point in the association's career. The advertisers will watch with interest the debates and outcome of our deliberations. There are many things we can do to improve the service. Let us all come together and see if there is not some way that is better than the present system. I am proud to say that since our last convention we have added over 200 new members, many of whom are the best firms in the country.

We have indeed been very successful.

Trusting to be able to meet you all in Chicago, I am yours truly,

W. H. STEINBRENNER.

St. Louis, Mo., June 7, 1898.

Editor of "The Billboard," Cincinnati, O.:

Dear Sir.—Thinking that you would be interested in knowing what the Merchants' Bill Posting Co. of St. Louis is doing, we write to say that we have just finished contracts forposting with the publishers of the St. Louis Star and also the Pulitzer Publishing Co., the owners of the St. Louis Post Dispatch, and now have on our boards in addition to paper belonging to several Chicago and numerous local advertisers, the Liggett-Meyers Tobacco Co.'s 8-sheet Star Tobacco poster, and the Drummond Tobacco Co.'s Horse Shoe Tobacco poster, and also the Moxie Nerve Co.'s 16-sheet poster.

We have added a number of fine locations to our plant within the last two months, and are now able to give a broad and effective showing, extending all over our city, which now has a population of 750,000. We are doing a good business, and pleasing our customers in every instance.

Wishing you every success, we are yours fraternally,

MERCHANTS' BILL POSTING CO.

Beatrice, Neb., June 3, 1898.

Editor of "The Billboard":

I notice a heading "Village Bill Posting." The fellow that wrote that don't know the war is going on. In the first place, he puts every bill posting plant down as the same—there is no difference. Every bill poster is independent because he has a license. The reason, and only reason, why every bill poster should take out a license in this town is to keep Smith, Jones and Brown from distributing for $1.00 and $1.50, and maintaining your own price of $2. I had trouble in this town with just such people. I had four letters sent me from Dr. C. I. Shoop, Racine, Wis., wanting me to do his distributing for $1.50. He went so far as to say he would get some one to do it for that price. Well, he finally did, and the result was he had poor work done by an old man sixty-five years of age, who put them in farmers' wagons every day until they were all gone. C. I. Shoop said in his letter he would distribute six times a year, and I could afford to do it for $1.50. He has not sent any more yet, and he has no intention of sending any, either. Please tell the bill poster from Rockville, Ind., Mr. Emmett Littleton, he must be talking from his own experience and not of bill posters who try and run out scab distributors, and try and maintain a price for good honest work. Then their are traveling agents who come here and hire boys to do the distributing. If a village bill poster has a license, won't it compel that agent to give his work to the bill poster if the bill poster is honest in his work? Where an agent comes with his work he intends to put it out, and not take it away because the bill poster has a license. My license in this town is just right, and every honest bill poster should take out a license in his own interest and the man who gives him the work to do. Hope you will give this notice in the "Billboard" next month.

I will send you an adv. as soon as I get my license, though that will be next Tuesday night.

Yours truly,
JOSEPH H. MARTIN,
Lock Box 265, Beatrice, Neb.

Elmira, N. Y., June 7, 1898.

Editor of "The Billboard":

Dear Sir:— Last week I wrote Hennegan & Co. to send me a copy of the paper published in Cincinnati devoted to bill posting interests, believing that they published it. Well, the sample copy came to hand in due time, and I can honestly say that it has made a "hit" with me to such an extent that I inclose one plunk for a year's subscription, and let me say right here that if you miss me a single month, I shall charge you double the cost of the paper, and shall expect you to prolong my date to that extent.

I have read it through from cover to cover, advs. and all. I found it exceedingly interesting, especially the many items and pointers relative to the I. A. of D. Have just finished a letter to Secretary Steinbrenner, asking him if he can squeeze me into the fold. Do what you can to push along my cause.

I have a fine lot of boards here in the best of positions, and for distributing I employ only such people whom I know to be absolutely reliable.

We have what is considered a very "warm" town. We have what is considered a very "warm" town of 45,000 population, and factories and mills are all working full time, practically. I use 10,250 pieces to cover Elmira, Elmira Heights and Horseheads. I enclose the coupon clipped from the sample copy, and desire to cast it for Barney Link, of Pittsburg. I never saw Mr. Link, but he is a friend of a friend of mine, Geo. W. Fursman, for the past four years with the Buffalo Bill show. Mr. Fursman, in connection with others with him, often used to speak of Barney Link, holding up as a paragon of hustle and activity, and I think Barney is well cast. Confidentially, I don't think the one vote Mr. Link is accredited with in your June issue, and the one I send, will take Mr. Link toward first and a great ways farther than Hoboken, N. J.

Another reason for my voting for Mr. Link is he is a poor man's man under dog. Then, again, his having but one vote looks suspicious but I would not for the world accuse a man I have never seen of voting for himself, so let it go at that.

Yours, Etc.,
E. L. JOHNSON, Elmira, N. Y.

Pittsburg, Pa., June 16, 1898.

Editor "The Billboard," Cincinnati, O.:

Dear Sir.—At the request of a gentleman who wishes to cover most of the section west of the Allegheny Mountains in Pennsylvania, I am now preparing a schedule, and would request members of the I. A. of D. in this part of the State to send full particulars as to the territory they can reach and the amount of samples required to cover same. Only members need apply. Hoping you will give this letter space in your next issue, I am yours very respectfully,

J. T. HUDSON,
2d Vice President, I. A. of D.

Editor "The Billboard," Cincinnati, O.:

Dear Sir.—I beg enough of your time and space to deny the statements made in your last issue by Mr. Joseph Reid. First, I will explain, as Mr. Reid has failed to do so, as to who my self referred to in his special article. He no doubt refers to me, and considering that he is so faithful and loyal to the interests of the I. A. of D., he should hit straight from the shoulder and come out manfully and mention my name in his article, thus making it plain to all brother members. Mr. Reid tells of my advertisements in various publications, offering fictitious inducements for distributors. And, in reply, I would state that I do order the advertisements published, but they are not fictitious in any sense of the word.

Mr. Reid judges me by all the rest that has come to his notice. The advertisements are published in these papers to procure distributors in sections where I do not know of a good distributor or where I cannot deal with the distributor. The advertisements are published in the large dailies to get in correspondence with parties in the smaller places. Applications from the large cities are not considered, as I am well represented in them. I have had hundreds of applications from Mr. Reid's city, but all were turned down simply because Mr. Reid gave the proper service at the proper price. In addition to the journal I publish to promote distributing, I also contract to place advertising matter in any section, and therefore want to be in touch with a distributor in every town and city. I pay the regular price, and pay promptly, but demand an honest service in return. Where I can not deal with the regular distributor and I have matter to be distributed in his city or town, I start a new distributor. I have started hundreds successfully, and some of the best and most successful members of the I. A. of D. originally entered the business through my advice and instructions. As to conducting a fictitious business, as Mr. Reid mildly hints, I beg to inform him and all concerned that I am prepared to prove on short notice that Mr. Reid does not know what he is talking about. Also, that no man, firm or association has been as much benefit to both distributors and general advertisers as the system I have promoted for the past eight years. I also deny that I have used the I. A. of D. in any way to promote my business other than to secure distributing for the cities the I. A. D. granted me a membership in, which is my just dues. I have used the names of several distributors who are members of the I. A. D. as references on printed matter I have sent out, but in no case is the I. A. D. mentioned. I joined the I. A. D. for the purpose of procuring the benefits set forth and to give an honest service, which I have done in every instance. I have lived up to all the rules, etc., and am in placing business throughout the country or referring patrons to distributors, brother members were always considered first. However, it seems a certain few were not satisfied and constantly demanded that I cease doing this, that and the other thing, or suffer being expelled. I feel that I know the difference between right and wrong, and am capable of running my own business right, and understand what will bring me profit. Thus I have resigned my membership in the I. A. D. However, the association as a body has my support and endorsement. Unlike Mr. Reid, I owe my success entirely to myself and my own efforts, honest service and hustling, and as he gets older in the business he may probably discover that he was wrong in his opinions of me. Hoping to meet all the boys at Chicago, as I shall attend the convention, I am, fraternally,

WILL A. MOLTON.

Omaha, Neb., June 1, 1898.

That frauds find a fair field and plenty of suckers to be duped by them, and a good harvest of dimes and stamps, is seen by the following advertisements which were clipped from the issue of May 29th:

"Reliablemen to take advertising signs; $12.50 weekly andexpenses. Send 10 cents for postage, sample, etc. Young Medicine Co., 2429 N. Colorado st., Phila., Pa."

"Circular Distributors everywhere; particulars, 2 cents. Excelsior Advertising Co., 218 W. 125th st., New York City."

"Reliable men to place advertising matter. $15 weekly and expenses. Send 10 cents for postage, sample, etc. Kola Chemical Co., 2429 N. Colorado st., Phila., Pa."

"Wanted—Reliable persons in every section to distribute circulars, tack signs, etc.; no canvassing; cash paid. Will A Molton Co., Cleveland, O."

"Wanted—One reliable person in every locality to address circulars. Liberal pay. Somerville Mfg. Co., Elizabeth, N. J."

But we will see that they were surprised that Molton, of Cleveland, had joined the gang. We always looked upon his association as N. G., but thought that Molton was upright and square, according to his theory. Alas, how are the mighty fallen! And Molton an I. A. of D. member! (Not now, Editor.)

The June "Billboard" is at hand, and as usual is a hummer, and full of good things. Among other items of interest, we note the letter of W. D. Redington, which shows that he is either suffering from a severe attack of the colic, or else has the dyspepsia. If the latter, we can recommend Stuart's Dyspepsia Tablets.

But, W. D., we were indeed ignorant of your High Mightiness. Never had we heard of the Great and Only Redington, who perched himself so high up in the Dome of Fame as to be invisible to our feeble sight. Selah! Hail to thee! All hail! Thou Mighty Chief of Distributors!

Redington praises Redington's advertisers' list. The list of advertisers may be O. K., but the price demanded for it is a fraud. Any old printer, we know that a profit could be made at 25 cents per list, hence we claim that W. D. was taking in the dimes and stamps, but can not on the way it was done. I have told them all the particulars.

Business is slow with me; in fact always slow, because I live in the town is small—3,300. Put up paper for Duke's Mixture last week. I am very truly yours,

R. P. CRAWFORD.

Ventura, Cal., June 23, 1898.

Editor "The Billboard," Cincinnati, O.:

Dear Sir.—Enclosed please find one dollar for renewal of "Billboard."

We have found "Billboard" to be invaluable to us in the way we conduct our business, and the fine business we have in no small part to the ideas and suggestions contained in your paper.

Although in the business less than a year, we have put out thousands of sheets of paper, and by our prompt and careful attention to business are entitled to us are gaining new friends each month.

With best wishes for the success of "Billboard," we remain, very truly yours,

VENTURA BILL POSTING CO.

Sullivan, Ind., June 24, 1898.

Editor "The Billboard," Cincinnati, O.:

That paper of yours has so got me enthused that I can hardly wait for this coming edition, when I expect you to raise the subscription price and make it a weekly, so we can hear from you more often.

Before I was a subscriber to your valuable paper, I dare say I was a green country bill poster, but now I can handle my business with all the grace in the world, and before the end of '98 I think that "The Billboard" can honestly say that "Sullivan has nicer boards and a bill poster that conducts his business with his customers as honestly as any in the knowledge."

At spare times I read up all the back issues, which I think every bill poster should do. It brings so many new ideas to one on a subject he thought he knew all about, when in fact he knew nothing.

I have some new ideas to execute at the right time, that you will be sure to hear from me. Awaiting the next issue, I remain, very truly yours, RUSH F. CRAWFORD.

Binghamton, N. Y., June 2, 1898.

Editor "The Billboard," Cincinnati, O.:

Dear Sir.—Enclosed find letter showing that the postal authorities are unable to deliver mail to the Distributing Company, De Soto Building, St. Louis, Mo. We have read a number of applications from so-called local members of this association. The reliable associations can be easily counted on the fingers of one hand, and distributors should be shy of all others.

Chicago was once the nest of these swindlers. New York City is just now raking in a lot of innocent lambs.

The legitimate publications of the responsible associations should be subscribed for and read, and many times the cost of the year's subscription will be saved to the unsuspecting.

"Billboard," for the distributors and bill posters, is the best medium I know of for the fraternity. It is filled with good things each issue. Oftentimes one article in a single issue will be worth more than the cost of a year's subscription. Yours truly,

W. D. REDINGTON,
Mgr. Dist. Dept.,

Dr. Kilmer & Co., Binghamton, N. Y.

Sullivan, Ind., June 1, 1898.

"Billboard" Publishing Co., Cincinnati, O.:

Editor.—I ought to have written you before long ago, as it might have benefited some fellow-member. The Consumers' Distilling and Tobacco Co. of Chicago sent me work—distributing matter, one folder inside another. After I had the work completed and in good shape, sent in my bill; that was about the 14th of last month, and they said that they paid all bills on the 1st to the 10th of the month. That sounded fair enough, so I waited till the 14th of the month, and by that time they were working another racket under another name, I suppose. My letter was sent back to me, not claimed.

J. H. La Pearl has been in this town this Spring. I have had some of Dr. Greene Nervura booklets to put out over the county, but the roads have been so bad that it has been impossible to get them out sooner. I completed the work two weeks ago. Expect that they will make some kick about getting it out sooner, but can not on the way it was done. I have told them all the particulars.

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Sullivan, Ind., June 24, 1898.

Editor "The Billboard," Cincinnati, O.:

That paper of yours has so got me enthused that I can hardly wait for this coming edition, when I expect you to raise the subscription price and make it a weekly, so we can hear from you more often.

Before I was a subscriber to your valuable paper, I dare say I was a green country bill poster, but now I can handle my business with all the grace in the world, and before the end of '98 I think that "The Billboard" can honestly say that "Sullivan has nicer boards and a bill poster that conducts his business with his customers as honestly as any in the knowledge."

At spare times I read up all the back issues, which I think every bill poster should do. It brings so many new ideas to one on a subject he thought he knew all about, when in fact he knew nothing.

I have some new ideas to execute at the right time, that you will be sure to hear from me. Awaiting the next issue, I remain, very truly yours, RUSH F. CRAWFORD.

THE BILLBOARD.

PUBLISHED MONTHLY AT
127 East Eighth Street, Cincinnat, O., U. S. A.
Address all communications
For the editorial or business departments to
THE BILLBOARD PUBLISHING CO.

Subscription, $1.00 Per Year, In Advance.

ADVERTISING RATES:

Advertisements will be published at the uniform rate of ten cents per agate line; copy for advertisements must reach us on or before the twenty-fifth of the month. Our terms are cash.

Billboard Advertising is sold in London at Low's Exchange, 57 Charing Cross, and at American Advertising Newspaper Agency, Trafalgar Buildings, Northumberland Ave., W. C. In Paris, at Breland's, 17 Avenue del Opera. The trade supplied by the American News Co. and its branches.
Remittance should be made by cheque, post-office or express money order, or registered letter addressed and made payable to The Billboard Pub. Co.
The editor cannot undertake to return unsolicited manuscript: correspondents should keep copy.
When it is necessary to write us the instructions and copy for advertisements, great saving in the matter of telegraph tolls may be had by recourse to the Donaldson Cipher Code.

Entered as Second-Class Matter at Post Office at Cincinnati, Ohio.

JULY, 1898.

Where are all of our anti-British Jingos? In all America there is not one to be found. They have disappeared like hoar frost beneath a summer sun. The two leading nations of the world are fraternizing like old chums. Is it not strange that this alliance did not occur years ago? The logic of conditions warranted it ten years since. Thinking men have pointed to the fact for a decade, but all their arguments have been set at naught by the frothy vaporings of a few light weight politicians and prejudiced newspaper hacks.

Then came the war, and with it a hearty British cheer for America's boys in blue—and it was all over. Verily, our ends are shaped by our emotions. The heart accomplishes in a few minutes what the head has struggled for years to bring about.

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Among the crafts, the bill posters of America will be the first to take steps to cement the friendship. They will this month send an ambassador to their cousins across the water. He will be the bearer of a message of esteem and good will. He will carry with him greeting from the bill posters of America to their cousins over the sea.

He has not been chosen as yet, but whoever he is he will be honored. He will be chosen as the ablest, the best—the man most fitted to represent American bill posters abroad.

It will be an honor—an honor such as seldom falls to a man twice—and he must indeed be the most popular bill poster in America who secures it.

***

July is a month of conventions. The third annual meeting of the International Association of Distributors is, perhaps the one in which the greatest interest centers. If we may believe the many letters received almost daily, there is many a bill poster preparing for a trip to Chicago who has never attended a bill posters convention.

The progress of the International Association of Distributors has been wonderful. During the year just past it has almost trebled in membership, and this in the face of the most exacting requirements.

There have been almost two hundred members elected, *but there have been nearly five hundred applicants rejected.* As a result, the personnel of the organization is of the very highest quality.

They are all men of unquestioned standing in their respective communities. They are able, and they are capable. The outcome of the meeting will be watched with the keenest interest.

***

The A. B. P. Convention at Buffalo will also be well attended. The officers of this organization have marked out a most prodigous amount of work for the three days, and if the delegates succeed in getting through with it they will have to work like beavers.

There must needs be sessions morning, afternoon and night, and even then it is likely that a fourth and even a fifth day will be required in order to complete the programme.

A complete revision of the constitution and by-laws, a long debate on the question of agents commissions and an acrimonious dispute over Louisville, Memphis and Worcester are only a few of the many things that will engage the attention of the delegates.

Friction between the cities and towns may also ensue if the latter succeed in organizing and agreeing upon a leader.

There is hard work and plenty of it looming up at Buffalo.

***

Considerable interest is manifested in the proposed association of American sign painters. We have received letters from all over the country regarding the matter, but they have almost all been inquiries. We have been unable to reply to the most of them, for the reason that we do not ourselves know how the movement should be inaugurated.

In the first place, however, some practical sign painter must take the lead. A committee should then be appointed under his supervision and a meeting arranged for.

Much of the preliminary work could be disposed at this meeting, and, besides, the general scope and plan of organization could be outlined.

Who will take the initiative? The work will be arduous, but the reward will be great. Who will lead?

The only objection heard to either Donnelly, Ames or Robison is—too near to New York City. The association has had enough of New York to last them for just about an even thousand years.

LOOKS LIKE LOWDEN.

A Tremendous Vote Polled During June—The Contest Has Now Narrowed Down to a Race Between Monk, Schaefer, Leonard and Lowden—This Is the Last Coupon—The Polls Close Saturday, July 9.

The voting contest has been a triumphant success. Interest has steadily increased from the day it was inaugurated. During June it mounted to such a high degree of enthusiasm that it quite overshadowed all other features of the paper. Every mail bore evidence of the zeal, concern and attention of the many friends of the various contestants.

Not a day passed but what the American News Company sent in a re-order for more copies, and many a day they sent in two and three orders.

Advertisers and sign painters have caught the fever, and are voting and working for their friends.

Sherer, of St. Paul, Williamson, of St. Louis, and J. E. Williams, of Chicago, are working hard for Schaefer, and, although they started in late, have boosted him from a tail ender into third place.

L. H. Ramsey, W. C. Terrill and the Michigan billposters have given Leonard splendid support.

Hustling, bustling Ike Monk, who runs three big billposting plants, two theaters and six traction parks, and then complains of not having enough to occupy his mind, has no associations behind him except the Illinois boys. They vote for him every month like one man. But he has a big lot of friends all over the country and they vote for him early and often.

Sam Hoke and the members of the I. A. of D. have rallied to the support of whole-souled Billy Lowden, and the way they are pulling for him is a caution.

The next two weeks will be busy ones in the office of THE BILLBOARD One mail will not be entirely opened before the next one comes in.

No votes will be counted and no person will know the standing of any contestant until Saturday afternoon, July 9.

The polls will close at noon on that date. The votes will then be counted, and the man who receives the most votes will be formally declared the winner.

The strictest impartiality will be maintained and the utmost fairness manifested.

The winner will sail from New York July 30 on the steamship Aurania of the famous Cunard Line, and he will receive a hearty welcome both at Liverpool and Dublin.

HOW THEY STAND.

The votes received by the various contestants up to June 25 were as follows:

W. B. Lowden	965
Geo. M. Leonard	818
P. F. Schaefer	537
Isaac M. Monk	391
L. H. Ramsay	163
Geo. H. Siebe	109
Jas. A. Curran	30
J. Ballard Carroll	26
H. W. Walker	25
Chas. Vogel	24
E. C. Donnelly	24
Geo. Castner	24
Albert Weber	23
Jas. F. O'Melia	22
Frank Fitzgerald	21
R. C. Campbell	20
John G. Reese	18
Geo. J. Sherer	15
P. B. Oliver	13
J. J. Flynn	12
Edw. A. Stahlbrodt	11
Al. Bryan	11
Emmett Littleton	5
A. B. Beale	5
W. C. Tirrill	3
C. K. Hagar	2
J. Garlick	2
E. M. Slocomb	2
C. B. Woodward	2
Barney Link	2
A. Van Beuren	1
Harry Stoops	1
Mrs. Dundon	1
C. F. Filbrick	1
Fred. W. Jenks	1
F. P. Ketelson	1
J. C. Fockelman	1
W. P. Fay	1
C. H. Griebel, Jr	1
H. G. Wilshire	1
Geo. H. Bubb	1
Chas. Bryan	1
Sam Pratt	1

REMEMBER—The polls close at noon on *Saturday, July 9.*

THE BILLBOARD is going to send the most popular bill poster in America to attend the convention of British bill posters, which is held at Dublin, Ireland, next August. He will be an ambassador appointed by the craft at large.

Pacific Coast billposters and those in remote sections of Canada will please remember that they had best mail their votes the very day they receive this issue of THE BILLBOARD, for the polls close July 9.

HOW TO VOTE.

Write the name of your candidate (nothing else) on the coupon below, and mail it to THE BILLBOARD Publishing Co., Cincinnati, O. Each coupon will be counted as one vote for the bill poster whose name it bears. All July coupons must be voted before noon on July 9.

"Voted" does not mean "mailed," hence bear in mind to mail votes to us in time to reach us the morning of July 9.

JULY COUPON must be voted prior to July 9, or it will not be counted.

The most popular Bill Poster in America is

_____

and he should be our ambassador to the meeting of the United Bill Posters' Association in Dublin, Ireland, next August.

NOTICE—The final polls close at noon Saturday, July 9.

Under our arrangement with the American News Company, THE BILLBOARD is supposed to be on sale at all newstands. Patrons unable to secure it will please notify us, giving place and date.

The members of the International Association of Distributors continue to vote solidly for Lowden. Since it has become known that Sam Hoke is also interested in Lowden's success hundreds of his friend are sending votes direct to Hoke. While it is very agreeable to see these evidences of friendship, Hoke will feel very sore should some of these votes this month reach him too late to be resent to Cincinnati; therefore, those who want their votes to count should send them direct to this office.

The gang will be put off at Buffalo.

Eddie Donnelly, of Boston, seems to be the choice for President. Ames is also talked of, with San Robison, Mike Breslauer and Jimmy Curran among the possibilities. Either would be o. k.

A NEW CORPORATION.—The Falls City Bill Posting Company, of Louisville, Ky., with $6,000 capital stock, filed articles of incorporation in the office of the County Clerk June 25. The incorporators are L. H. Ramsay, of Lexington, President; Otto Ufer, Vice President, and Reuben Robinson, Secretary and Treasurer. Each of the incorporators holds 20 shares of stock.

The Executive Committee fired Gillam & Shaughnessy on account of their giving more paper to Munson than to the association member. A member of that Committee, who is also a solicitor, has just committed the same offense, only more so, as the association member doesn't get a sheet of "Navy Fine Cut," while Munson's boards are full of it. What will Dugan do to him?

Fair Department

MICHIGAN.

Board of Directors' Meeting Held at Grand Rapids June 8.

The Board of Directors of the State Fair Association, composed of President William Hall of Hamburg, Secretary Henry Fralick of Grand Rapids, and Directors I. H. Butterfield of Lansing, Frank H. Latta of Battle Creek, and Eugene Pifield of Bay City, were in session most of the way June 8 at the office of the Secretary. The principal business under consideration was the race program and the means of advertising. A number of special features which the association is after were also discussed thoroughly and steps were taken which will insure the patrons of the big agricultural exposition next Fall an aggregation of attractions such as has never before been gotten together in Grand Rapids. Some of them have already been contracted for, but the Secretary is not yet ready to state what they are.

The board authorized the purchase from the Donaldson Litho Co., of Cincinnati of a line of posters which are a radical departure from any style heretofore used by the association, and which will be the most attractive ever put up for a fair in the State.

The race program, which is usually the most intersting feature of all fairs, was adopted as arranged by Secretary Ward, and entry blanks ordered printed as follows:

Monday, Sept. 26.—Two-year-old trot or pace, 2:40 class, $150; 2:30 trot, $300.

Tuesday, Sept. 27.—2:17 trot, $300; 2:15 pace, $300.

Wednesday, Sept. 28.—2:22 pace, $300; 2:40 pace, $300; free-for-all trot, $300.

Thursday, Sept. 29.—2:22 trot, $300; 2:40 trot, $300.

Friday, Sept. 30.—2:10 pace, $300; 2:30 pace, $300.

The same conditions that govern entries for the driving club meetings will hold good for the State Fair races. Entries will close Sept. 17.

The following letter from the Secretary of the American Association of Fairs and Expositions is highly significant:

Columbus, O., June 13, 1898.

Editor of "The Billboard," Cincinnati, O:

Dear Sir:—In a recent number of the "Billboard" I noticed your editorial relative to membership in the American Association of Fairs and Expositions, suggesting that the scope of the organization would be largely increased if county and district fair organizations were admitted to full membership. I wish to say that I heartily accord with your views, and shall take pleasure in presenting the matter to the Association at its next meeting, to be held in Omaha, Oct. 25. I agree with you that the fairs need to be associated; they have an important work to accomplish in connection with the productive industries of our country, and I can see no good reason why any well-organized fair association should not participate as full members of the American Association organized, and thus strengthen it as a body and materially increase its usefulness. I have no doubt the Association will be willing to extend the membership as suggested in your very timely editorial

Yours very truly,
J. W. FLEMING, Secretary.

We believe now that the fairs and expositions of the country will soon be organized, and that order will soon reign where now all is chaos.

AN ODD ADVERTISEMENT.

Huge Candle Which Contained a Complete Candle Factory.

Among the odd trade advertisements displayed at the recent Stockholm exhibition the Lilletolmene candle played a prominent part. This candle stood 127 feet high. The lower part, which was intended to represent an old Swedish candlestick, was in reality an enormous structure of bricks and mortar, in which was established a perfectly-equipped candle factory, where employees worked six hours a day. The base of the candlestick covered a space of 64 square feet. To come to details, the candlestick itself was 47 feet high, while the candle—a real stearine specimen—was fully 80 feet; its diameter was 8 1-2 feet. The appearance of this extraordinary trade trophy was at once remarkable and imposing.

The colossal candlestick was painted with an aluminum powder until it shone like well-polished silver. At night, too, an electric searchlight of 7,000 (ordinary) candle-power cast its beams from the lofty summit of the wick over the whole exhibition grounds. Altogether the cost of the monster was about $10,600.

As the official organ of the American Association of Fairs and Expositions, "The Billboard" will do everything in its power to further the movement, and to that end invites comment and suggestions

The possibilities for good in the new scheme are almost limitless, but there is about much work to be done in order to bring it

Secretary Fleming is the right man in the right place. Now that the movement has received its first impetus, let every fair manager lend his support to Mr. Fleming and keep the ball rolling.

TEXAS.

The Citizens of Dallas Should Offer Special Stakes or Purses—Some Interesting Statistics.

"What about the special attractions for the fair?" inquired a "Billboard" reporter of B. E. Cabell, Vice President and Director of the race department. Replying, he said:

"Well, our ideas and suggestions heretofore explained have, after careful investigation, proven to be eminently correct and we have the data to show it. Our Secretary has been in correspondence with all leading fairs and race courses, compiling data as to the results of their efforts to secure special features to increase the attendance and we find that in every instance where the citizens of the different towns in which these fairs were held took hold of this matter and rendered the association the necessary assistance, they invariably increased their attendance more than three times over what it had usually been on those days, so much so, in fact, have they been remunerated for what they donated in this way that they have in many instances doubled for the coming fairs the amount they gave last year. Notably among these are St. Paul and Minneapolis, each of these cities giving the Minnesota State Fair Association a purse of $5,000, making a total of $10,000 for the association to spend for extra attractions. In many places we find that the purses offered by the citizens and known as 'Hotel stakes,' 'Merchants' purses,' 'Ladies' days' and 'Derby days,' amounted really to more money than is offered in the entire race department of these fair associations. Of course we do not expect our people to do anything like this, for us, for the premiums offered by us and published in our race programmes for this coming meeting aggregate nearly $30,000, and if our people will only add a small pro rata of this to be used for special features we will bring to Dallas this Fall the largest crowd, by far, ever seen in this city.

"In view of the fact that the Fair Association has asked nothing from the citizens of Dallas this year in the way of help to run the fair, I am satisfied that our people will respond liberally when called upon for these special features, and we intend to test their liberality at once that we may get these special features thoroughly advertised. It is a conceded fact that the Texas State Fair is the one great annual Texas event, and they seem to think that it is really more highly appreciated by the people of the State at large than by the citizens of Dallas themselves. This idea has prevailed, no doubt, from the seeming apathy of the people of Dallas during the fairs, as well as the absence of any public demonstration at its opening, and also the lack of special premiums, purses and stakes put up by the citizens themselves as inducements to attract visitors.

"Now, I have known the people of this section for quite a long time, in fact, nearly all my life, and I know they have always come to the scratch when called upon, and when they understand the plan we are now working I have no doubt of my success with them. We wish, in the first place, to procure for the ladies and children, as well as the public in general, a 'guideless wonder'—a horse that will make his mile on our track in less than 2:20 without driver or harness. This attraction we wish to put on three times each week during the fair.

"2. We wish to put on a mile and one-quarter running race, winners to take the entrance money with $1,000 added money. This race to come off on Dallas Day, and be known as the Dallas Derby.

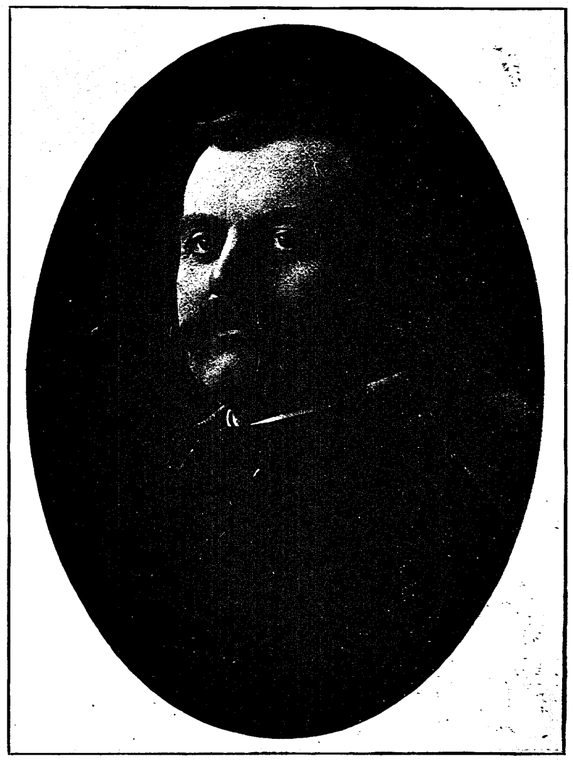
"3. A free-for-all pace, winners to beat 2:10 and to take the entries with $1,000 added money. This race to be known as the Merchants' purse.

"4. A free-for-all trot, same condition as above, to be known as the Hotel stake.

"It will cost $4,000 in addition to the purses we have already offered to secure these attractions.

"Now, we expect the people of this city to put up this money for this purpose and when they read the statements below as to the profits to the different cities that have attempted this same move there can be no doubt but what their good business sense will tell them that it is a move in the right direction.

"At the Ohio State Fair, Aug. 8, 1897, the citizens put up one purse of $2,500, and they had an increase in attendance of $20,000 people. At Reading, Mass., Aug. 28, 1897, the citizens put up a special purse of $1,500 and they had an increase in attendance of 25,000 people. At the Wisconsin State Fair on Sept. 22, 1897, the citizens' purse was $3,000, and they had an increase in attendance of 30,000 people. At the Indiana State Fair on Sept. 17, 1897, the citizens' purse was $3,000, and they had an increase of 20,000 people. Owing to bad weather, it was not finished the first day and upon the second day they had an increase of 46,000 people. At the Illinois State Fair on Oct. 1, 1897, the citizens' purse was $5,000, and they had an increase in attendance of 65,000 people. At the Michigan State Fair on July 18, 1897, the citizens' purse was $3,000, and they had an increase of 20,000 people on that account. Further comment is useless."



JOHN GUILD MUIRHEID.

JOHN GUILD MUIRHEID.

In this issue we publish a portrait of John Guild Muirhead, the well known and highly efficient Secretary of the Great Inter-State Fair of Trenton, N. J. There is no more popular fair manager in all America than Mr. Murheid, and the great success of the mammoth institution which he directs is a far more eloquent testimonial to his matchless ability than anything we might offer.

Some idea of the magnitude of the institution he presides over may be gleaned from the following:

The Inter-State Fair Association of Trenton, New Jersey, was organized under the General Corporation law of the State of New Jersey, on June 23, 1888.

As provided by the by-laws, the official organization consists of a President and Vice President, elected annually by the stockholders, and a board of twenty-seven Directors, also elected by the stockholders for a term of three years each, nine members of the board retiring each year. The Treasurer and Secretary are elected by the Board of Directors, and are not necessarily members of that board.

The authorized capital stock of the association is $150,000, divided into 7,500 shares at a par value of $20 each; 6,750 shares are issued and fully paid up—1,000 shares of preferred and 5,750 shares of common, amounting to $135,000.

The real estate of the association consists of 120 acres of land, situated in the township of Hamilton, Mercer County, New Jersey, adjoining the City of Trenton, connected therewith by the double-track trolley road of the Trenton Passenger Railway Company (Consolidated), and is also located directly upon the main line of the New York division of the Pennsylvania Railroad. Ninety acres of the tract referred to are enclosed in the Fair Grounds proper and used for exhibition purposes. This land cost, in 1888, $19,771.61.

The buildings and improvements consist of a first-class oval half-mile clay track, rebuilt in 1897 after the most approved plans, and which is as near perfect as it is possible for a track to be. The trotting race record, made in ...., was 2:16¼, and the pacing record 2:12½. Forty-three heats were trotted and paced in average time of 2:17¼. Thirty-eight of the forty-three heats averaged 2:16¼.

A single-deck grand stand 427 feet long and 60 feet deep, the actual seating capacity of which is divided as follows: 168 box seats, 1 670 folding seat reserved chairs, 3.341 high-backed bench seats; total, 5,179 seats.

In addition to this there are provided 1,516 seats on open bleachers within the grand stand paddock: as many as 12,278 pay admissions to the stand and its enclosure have been sold in one day, (September 30, 1897).

There are the following exhibition buildings:

1. Art and ladies' work and home and dairy products, 80x160.
2. Merchants' and trades display, 80x160.
3. Agricultural building, 200x200.
4. Poultry building, 72x100.

The stabling for the live stock departments is divided as follows:

140 stalls for speed horses	10x12
160 stalls for general horses	10x15
252 stalls for cattle	10x12
206 stalls for sheep and swine	7x10

Ther are about forty booths and stands for the sale of refreshments, a jail and office for the Police Department, Mr. Murheid's office, and engine room and pump house and the necessary ticket offices and stile-houses.

The buildings and improvements cost to date $141,854.58. The loose furniture and fixtures have cost $6,346.06.

NORTH CAROLINA.

Fair Will Be Held at Raleigh Week of October 24th.

Until recently the managers of the State Fair were in some doubt as to whether or not they would be able to hold a State Fair next fall. This doubt, however, does not now exist, as it has been determined to hold the fair as usual.

President John S. Cunningham was in Raleigh a few days since, and called a meeting of the Executive Committee, and after a free conference and full consideration of the matter, it was decided to hold the fair, as usual, from the 24th to the 29th of October, inclusive.

A committee was appointed to revise the premium lists which is now being done, and will be ready for the printer at an early day.

The President appointed a local or managing committee, located at Raleigh, who will have in hand the direct management of all the business affairs of the Association. The full Executive Committee will be called together from time to time for general consultation.

The local committee is composed of the following well known and public-spirited citizens:

R. H. Battle, Esq., Chairman; Messrs. W. E. Ashley, W. C. McMackin, W. S. Primrose, R. B. Raney, W. M. Russ, J. S. Wynne and Jos. E. Pogue.

The officers for the year are as follows:

President—John S. Cunningham, Cuningham's.

Vice Presidents—Permanent— Hon. Kemp P. Battle, R. H. Battle, Esq., Col. Julian S. Carr, Co. Benehan Cameron.

Vice-Presidents—Districts—First district, Dr. W. R. Capehart; second district, Dr. L. L. Staton; third district, Hon. Wharton J. Green, fourth district, Maj. J. M. Crenshaw; fifth district, L. Banks Holt; sixth district, W. A. Smith; seventh district, E. B. C. Hambley; eighth district, S. F. Patterson; ninth district, Geo. F. Weston.

Secretary and Treasurer—John Nichols, Raleigh.

OUR FAIR LIST.

We present this month the most accurate and complete list of fairs that we have ever compiled. We have always had the best list, but never before has it been possible to get as correct and comprehensive as it is this month. Any one detecting any errors or omissions may have a year's subscription free of charge by reporting them to us.

MINNESOTA.

Locomotive Collision Will Probably Be a Feature.

There is a possibility that a head-end collision will be among the attractions at the State Fair this fall. The matter was discussed at a meeting of the Board of Directors of the Minnesota State Agricultural Society, June 8, at the Secretary's office at the fair grounds, incidentally the Board elected a new Treasurer, and outlined plans for making the fair this year especially attractive.

The members of the Board present were: President John Cooper, of St. Cloud; Vice President Wyman Elliott, of Minneapolis; Vice President D. R. McGinnis, of St. Paul; D. P. Watson, of Morris; A. H. Letson, of Alexandria; W. M. Liggett, of St. Anthony Park; J. M. Underwood, of Lake City; C. M. Cosgrove, of Missoula, and Secretary E. W. Randall.

The resignation of A. B. Moffat, of Mankato, the Treasurer, was accepted, and F. J. Wilcox, of his successor, Maj. A. G. Wilcox, of Minneapolis, was selected as press agent, and Dr. C. C. Lyford, of Minneapolis, was designated as official veterinary surgeon.

Secretary Randall urged upon the Board the necessity for a cheese room to be built in dairy hall for the better protection of the cheese display, and for a suitable yard for swine. Both recommendations were adopted.

It was decided to add another class to the premium list for sheep, with the same premium as other classes.

The fair will open on Sept. 5, and the Board made the following disposition of the week: Monday, Labor day; Tuesday, Minnesota State and Territorial day; Wednesday, St. Paul day; Thursday, Minneapolis day; Friday, Farmers' day, and Saturady, Children's day.

There was a general discussion of special attractions, and Secretary Randall proposed a head end collision between monster locomotive as a feature. Some of the Board were inclined to agree with the Secretary, while others deemed the scheme impracticable, but it was decided to investigate the matter.

The Secretary was instructed to correspond with a man from Louisville, who offers to produce five trained riderless horses which he was willing to guarantee would put up a genuine race that would discount the Happy Jack and Marion Mills speed exhibitions.

Board adjourned to meet on the first Friday in July, when the race entries will close. The Secretary reported that the premium list were in good demand, and every indication pointed to an unusually successful exhibition.

OHIO.

NEW FAIR BUILDINGS.—The building committee of the State Board of Agriculture has accepted the plans of H. A. Leithwaite for three new buildings to be erected on the State Fair grounds on the newly acquired tract of land adjoining on the north. The new buildings are to be of combined frame and brick construction, costing between $35,000 and $40,000. They will take the place of the present stock sheds, though they will not be completed in time for this year's fair. The buildings will be used for cattle, sheep and swine exhibitions, designed in accordance with the ideas of Secretary Miller.

MAINE.

THE STATE FAIR.

(From Our Regular Correspondent.)

Lewiston, Me., June 4, 1898.

Extensive plans are being made for the Maine State Fair, which will be held in this city the 1st of September. Many improvements are to be made at the grounds. Secretary Clark, who is now serving his first term, has already secured a list of entries which will insure some of the finest races ever seen at the fair. In connection with President Pompilly, Mr. Clark is arranging for an entirely new line of special features. Mr. Clark is of the opinion that the Maine State Fair has got to keep in line with the progress made by other fairs or else it will lose the prestige which it has held for so many years of being one of the few great agricultural fairs in the country. Mr. Clark believes that the time will come before long when the fair will be held two weeks instead of one, and that half of the time will be devoted to exhibits and premiums for which the people from New Brunswick and the other provinces will compete. He believes that the line which separates Maine from the provinces is only an imaginary one, and that in business the two peoples should be as one, and he thinks that, through the medium of the State fair, the people can be brought into closer business relations than ever before.

GEORGIA.

The fair at Waycross, Ga., this year will be much larger in every way than that of last year.

WISCONSIN.

Receivers Will Restore Grounds to the Conditions Prevailing Before Troops Were Mobilized.

The State Board of Agriculture came to Milwaukee June 1 to see the receivers of the Wisconsin State Agricultural Society for the purpose of arranging for the annual fair, which is to be held next September. Receivers B. B. Hopkins and Charles G. Cox had previously had a consultation with Judge Johnson of the Circuit Court, who has charge of the property, and from the result of this conference they were in a position to inform the members of the board that they could obtain a lease of the ground for the annual fair at a nominal price.

This price, said Mr. Hopkins, "may be $1 or it may be $5,000; but it will probably be $1. You see, before the fair is held in 1899, the mortgage will be foreclosed and the State will have to bid the property in for the full amount of the indebtedness. We also informed them that we would fix the grounds and the buildings up in as good condition as they were before the Wisconsin troops took possession of them for the purpose of mobilizing. Mr. True has been out there and made an examination, and he estimates that this will cost about $3,000. No, the boys were not bad; there were no acts of vandalism; they were simply brought there in a hurry and they had to get in, and to do this they had to tear out some of the buildings. I don't believe that another body of men could be collected who would take possession of the grounds for camping purposes and do less damage. The only wonder is that they did not do more damage. We tendered the use of the grounds to the Governor for the purposes of the camp, with the permission of the court, but the price for the use of the grounds was reserved. I suppose the general government will pay for it and make good the damage that was done to the property.

"The members of the State Board of Agriculture did not discuss the fair to any extent with us, nor was the co-operation of the Agricultural Society with the board discussed. There were present John M. True of Baraboo, H. A. Briggs of Elkhorn, J. Thomas of Anson G. G. Cox of Mineral Point, George McKerrow of Sussex, Charles Lilme of La Crosse, and President S. D. Hubbard of the Wisconsin State Agricultural Society. They promise to give us the best fair we have ever had in this State, and say they have a lot of new features which they are going to add to the fair, but they did not go into details, their object being to arrange with us for the use of the grounds, and now that this is virtually done I suppose they will go on with the work in earnest. M. R. Doyan has resigned as Secretary of the Board of Agriculture and Mr. Everett of Elgiot has been elected in his place. We are going to give them all the aid we can to make the fair a success."

Rome, Mich., will try the experiment of a free street fair this Fall. The dates selected are September 28, 29 and 30.

KENTUCKY.

The Louisville and Jefferson County Mechanical and Agricultural Fair which the colored people are getting up for the month of August, promises to be a greater success than the fair last year. The opening day, August 16, will be a great gala event, and the four succeeding days will be crowded with interesting features. The managers of the fair have the indorsement of the Board of Trade, the Commercial Club, the tobacco dealers and Mayor Weaver. Nine excursions are already provisionally arranged from other parts of the State and Southern Indiana. Two or three competitive drills of colored school boys are being arranged.

LOUISIANA.

The Shreveport Fair has been practically abandoned, and this is to be deeply regretted, as the fair at Shreveport this fall was looked forward to with much interest by our people. The business men and citizens generally of Shreveport, it seems to us, are neglecting their own and best interests, as just at this time she should exert every effort to induce people to visit the city, and no better way could be conceived by which to advertise the place and induce people for a radius of many miles around to visit the city than by holding a fair and exposition. It is to be hoped that the question will be again revived and the citizens wake up to their best interests.

Fair managers who want a special attraction that will attract crowds write the marvelous Langslow. His address is 334 E. 13th street, New York.

Frank La Rosa, 48 E. 4th street, New York, furnishes high-class and novel attractions for fairs and expositions.

"The Billboard" reaches more concessionaires than all other papers combined. During the month of June not a day passed without a re-order from the American News Co. and sometimes two and three were received in one day. The demand on the news stands at this season of the year is largely from privilege men, horsemen, fair followers, managers of special attractions, etc. An ad. in "The Billboard" pays.

Short, pertinent paragraphs of news are solicited from fair managers. We will pay liberally for articles of general interest for this department.

"The Billboard" is the official organ of the American Association of Fairs and Expositions, and our fair list is official.

Ellen Vetter does a wonderfully clever outdoor act. See her ad. in another column.

Buy your coupon, book and strip tickets from C. F. Ausell 170 Madison street, Chicago, Ill.

The total attendance of the Great Inter-State Fair at Trenton, N. J., last year was 90,468, actual stile count. This does not include admission of owners, drivers or grooms etc.

Every fair manager should write the Donadson Lith. Co. of Cincinnati, for a set of samples of their magnificent fair posters.

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INDIANA.

The Secretaries of twenty-five of the leading fair associations in the State met at Indianapolis and passed resolutions in favor of every association within the State excluding from fairs all immoral shows. Fair associations ought to be able to do this without the aid of resolutions.

Washington, Ind., will have a street fair this year.

Seymour will have another street fair this year.

Jeffersonville, Ind., will hold a street fair. No fair will be held at Kokomo, Ind., this fall.

Americans and American exhibits will be conspicuous by their absence at the Paris Exposition in 1900.

The next meeting of the American Association of Fairs and Expositions will be held at Omaha, Oct. 26 next. Every fair Secretary in the United States should attend this meeting prepared to enroll his association or society on the membership list.

The New York State Fair has decided to use nothing but special work this year in the way of posters. The Donaldson Litho Co. of Cincinnati has the sketches well under way. The paper is on an entirely new plan. That it will be handsome goes without speaking.

THE LARGEST BULLETIN IN ST. LOUIS.

One of Williamson's Triple Deckers. This famous sign is located at 18th and Washington Ave. It is 24 ft. high by 70 feet long, and and stands 34 feet from the ground.

LIST OF 1898 FAIRS.

This list is revised and corrected monthly. Secretaries are urgently requested to send in their dates at the earliest possible moment after they are claimed, and to notify us promptly as to any change. Rosters and dates are published absolutely Free of Charge.

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ALABAMA.

ANNISTON—Oxford Lake Northeast Alabama Fair Association. Oct. 18 to 22. W. P. Higgins, pres.; Dr. T. W. Ayers, secy.; Geo. W. Eichelberger, treas.

ARKANSAS.

PINE BLUFF—Arkansas State Fair. Oct. 18 to 28.

BRADFORD—White County Fair Association. R. D Jones, pres.; A. N. Hodges, treas.; W. A. Hodges, secy.

CALIFORNIA.

LOS ANGELES—District Agricultural Association No. 6. Oct. 6 to 22. John C. Lynch, San Francisco, pres.; Henry T. Fleishman, treas.; Lewis Thorne, secy., 226 S. Spring st.

MARYSVILLE — Agricultural Association, District No. 13.

SACRAMENTO—California State Agricultural Society. Sept. 5 to 19. Ed. F. Smith, secy.

SAN JOSE—Santa Clara Valley Agricultural Society.

STOCKTON—San Joaquin Valley Agricultural Association. No fair in 1898. F. D. Cobb, pres.; C. E. Doan, secy.

WOODLAND—Agricultural Association, District No. 40. E. M. Barney, secy.

COLORADO.

CANON CITY—Fremont County Fruit Day. Sept. 20 and 21. F. M. Harding, pres.; N. F. Handy, secy.

DELTA—Delta County Fair Association. C. E. Mewer, pres.; J. W. Sanders, treas.; H. H. Smith, secy.

GLENWOOD SPRINGS—Farmers' Club of Pitkin, Eagle and Garfield Counties. Sept. 28 to 30. W. L. Grubb, Carbondale, pres.; Ed. Stauffacher, Catherine, treas.; G. H. Bell, secy.

LOVELAND—Loveland Free Street Fair Association. Sept. 27, 28. O. D. Shields, pres. and secy.

MONTE VISTA—Monte Vista Driving Club and Agricultural Association. Not decided. N. H. Chapman, pres.; R. B. Wallace, secy.; John Mackenzie, treas.

ROCKY FORD—Arkansas Valley Fair Association. Aug. 31 to Sept. 2. H. C. Maltby, pres.; W. T. Wallace, secy.

TRINIDAD—The Las Animas County Fair Association. Sept. 21 to 23. Murdo Mackinzie, pres.; W. J. Caldwell, treas.; Jas. McKeough, jr., secy.

CONNECTICUT

BRAUFORD—Agricultural and Horticultural Society of Brauford. September. Edwin Doolittle, pres.; Wm. R. Foote, treas.; John P. Callahan, secy.

BRISTOL—Bristol Fair Corporation. Not decided. Ard Welton, Plymouth, pres.; B. A. Peck, secy.; Milo L. Norton, secy.

BROOKLYN—Windham County Agricultural Society. Sept. 13 to 15. Chas. W. Grosvenor, Pomfret Centre, pres.; T. B. Sibley, Danielson, treas.; Jos. B. Stetson, secy.

COLLINSVILLE—Farmington Valley Agricultural Association. September. Oliver F. Perry, pres.; B. F. Case, treas.; E. A. Hough, secy.

DANBURY—Danbury Agricultural Society. Oct. 3 to 7. G. W. Rundle, secy.

ENFIELD—Union Agricultural Society. Sept. 28-29. Olin S. Olmsted, pres.; Milo Hamilton, Ellington, treas.; C. A. Thompson, Ellington, secy.

GRANBY—Granby Agricultural Society.

GUILFORD—Guilford Agricultural Society. Sept. 28. Lewis Wilcox, pres.; A. H. Phelps, secy.

HARWINTON—Harwinton Agricultural Society. Oct. 4. Thos. Q. Hogan, pres.; Patrick Hogan, jr., treas.; A. W. Buell, secy.

HUNTINGTON—Union Agricultural Association. Sept. 21 and 22. W. E. Plumb, pres.; D. S. Clark, Long Hill, Conn., treas.; S. T. Palmer, Shelton, Conn., secy.

MERIDEN—Meriden Agricultural Society.

NEW MILFORD—New Milford Agricultural Association. Sept. 6 to 8. J. H. Cochrane, Box 638, secy.

NEWTOWN—Newtown Agricultural Fair Co. Sept. 27 to 29. T. E. Platt, pres.; H. G. Curtis, Sandy Hook, treas.; P. H. McCarty, secy.

NORWICH—New London County Agricultural Society. Sept. 5 to 7. James A. Bill, pres.; Chas. W. Hill, treas.; Theo. W. Yerrington, secy.

ROCKVILLE—Tolland County Agricultural Society. Ed. F. Badminton, secy.

SIMSBURY—Simsbury Agricultural Society.

STAFFORD SPRINGS—Stafford Spring Agricultural Society. Oct. 5 to 7. C. E. Dennis, pres.; H. S. Abell, treas.; Chas. F. Beckwith, secy.

SUFFIELD—Sufield Agricultural Society. Not decided. Waldo S. Knox, pres.; J. O. Haskins, treas.; A. N. Graves, secy.

WALLINGFORD — Wallingford Agricultural Society.

WILLIMANTIC—Willimantic Fair Association. Sept. 27 to 29. Wm. P. Stevens, pres.; Frank Larrabee, treas.; F. A. Sanderson, secy.

WINSTED—Winsted Agricultural Corporation.

WOODSTOCK—Woodstock Agricultural Society. Sept. 19 to 21. H. W. Hibbard, secy.

DELAWARE.

DOVER—Agricultural Society of State of Delaware. Sept. 13 to 16. Geo. A. Millington, pres.; Lewis Schabinger, treas.; A. N. Brown, secy.

FLORIDA.

LAKE CITY—Florida Tobacco Fair Association. October. F. B. Moodie, pres.; Thos. S. Chalker, treas.; S. Botler, Thompson, secy.

ST. PETERSBURG—West Coast Fair Association. E. H. Tomlinson, pres.; A. McLeod, treas.; H. L. Whitney, secy.

GEORGIA.

ANGUSTA—Nov. 28.

HAWKINSVILLE—Nov. 15.

MACON—Carnival Association. Oct. 11 to 14. E. A. Waxelbaum, pres.; M. H. Taylo, treas.; M. P. Callaway, secy.

MARIETTA—Cobb County Fair Association. Autum. W. L. Richardson, pres.; John L. Manning, secy.

ROME—Oct. 18.

THOMASVILLE—South Georgia Agricultural and Mechanical Fair Association. Oct. 25. Judge H. W. Hopkins, pres.

VALDOSTA—Nov. 8.

WAYCROSS — Waycross Fair Association. No. 1 to 5. L. Johnson, pres.; Warren Lott, treas.; W. W. Sharpe, secy.

IDAHO.

BOISE—The Idaho Inter-Mountain Fair Association. Oct. 3 to 8. E. W. Johnson, pres.; J. H. Anderson, treas.; W. S. Walker, secy.

SALUBRIA—Washington County Fair Association. Not decided. I. R. Smith, pres.; R. E. Wilson, treas. and secy.

ILLINOIS.

ALEDO—Mercer County Agricultural Society. Sept. 20 to 23. John Brady, pres.; J. F. Henderson, treas.; Edward Dool, secy.

ANNA—Southern Illinois Fair Association. Aug. 30 to Sept. 2. M. V. Eaves, secy.

ATLANTA—Atlanta Union Fair. Sept. 6 to 9. E. Shusfield, McLean, pres.; J. P. Hieronymus, treas.; W. B. Stroud, secy.

AVON—Avon Fair and Imp. Association. Aug. 23 to 26. D. R. Bowton, pres.; F. D. Rea, treas.; Julian Churchill, secy.

BATAVIA—Kane County Fair Association. Aug. 30 to Sept. 2. Wm. T. Pratt, pres.; J. F. McNair, treas.; E. C. Pratt, Aurora, Ill., secy.

BELVIDERE — Boone County Agricultural Society. Sept. 6 to 9. John Hannah, pres.; E. P. Truesdell, secy.

BUSHNELL—Bushnell Fair Association. Aug. 30 to Sept. 2. John R. Camp, pres.; James Cole, treas.; Louis Kaiser, secy.

CAMARGO — Douglas County Agricultural Association. Sept. 6 to 9. Wm. Iles, pres.; G. C. Jeffers, treas.; A. Hayward, secy.

CAMBRIDGE—Henry County Agricultural Board. Sept. 19 to 23. T. Boltenstern, secy.

CAMP POINT—Adams County Agricultural Society. Sept. 12 to 16. Geo. Y. Downing, secy.

CARMI—White County Agricultural Board. Sept. 6 to 9. Elvis Stinnett, pres.; R. L. Organ, secy.

CARROLLTON—Greene County Fair Association. Oct. 11 to 14. C. W. Holnback, Rockbridge, pres.; B. C. Hodges, treas.; S. E. Simpson, secy.

CARTHAGE—Hancock County Agricultural Board. Sept. 5 to 8. J. W. Graham, Bowen, pres.; J. C. Ferris, treas.; John F. Scott, secy.

CATLIN—Vermilion County Agricultural and Mechan. Association. Aug. 30 to Sept. 2. Thos. A. Taylor, pres.; Frederick Jones, treas.; S. A. McGregor, secy.

CHAMPAIGN—Champaign County Agricultural Board. Aug. 30 to Sept. 2. H. H. Harris, pres.; J. Mawley Clark, treas.; John M. Beers, secy.

CHARLESTON—Coles County Board of Agricultural. Sept. 13 to 17. R. Alexander, pres.; W. V. Miles, treas.; John W. Glassco, secy.

ELMWOOD—Elmwood Fair Association. Aug. 23 to 26. W. J. Smith, pres.; C. F. Graham, treas.; C. A. Snyder, secy.

EDWARDSVILLE—Madison County Farmers' Institute and Street Fair. Oct. 12 to 15. John Stolz, pres.; H. C. Gerke, jr., secy.

EL PASO—El Paso District Agricultural Board. Sept. 12 to 16. Edwin Childs, pres.; A. H. Waite, treas.; Geo. R. Curtis, secy.

FAIRBURY—Fairbury Union Agricultural Board. Sept. 5 to 9. Dr. S. M. Barnes, pres.; L. B. Dominy, treas.; O. S. Westervelt, secy.

FREEPORT—Northern Illinois Agricultural Association. Sept. 6 to 8. H. F. Aspinwall, pres.; J. B. Taylor, treas.; Jas. R. Cowley, secy.

GALENA—Galena Fair Association. Oct. 27 to 30. W. T. Hodson, pres.; W. Barner, treas.; Frank Bostwick, secy.

GOLCONDA—Pope County Agricultural Association. Oct. 6 to 8. John R. Smith, pres.; Edward B. Clark, treas.; Barney Phelps, secy.

GRAYVILLE—Aug. 30 to Sept. 3. C. H. Oxman, secy.

GRIGGSVILLE—Illinois Valley Fair Association. C. W. Simmons, pres.; J. W. Strad, treas.; J. F. Hatch, secy.

HILLSBORO—Hillsboro County Fair and D. P. Association. Chas. W. Bliss, pres.; Alex A. Cress, treas.; Edw. A. Cress, secy.

HOMER—Homer Fair. Aug. 23 to 26. H. V. Taylor, pres.; C. D. Babb, treas.; J. Bennett, secy.

HOOPESTON—Hooperston Fair and Trotting Association. Aug. 22 to 26. J. A. Cunningham, pres.; J. H. Hamilton, jr., treas.; Dale Wallace, secy.

JOSLIN—Rockland County Agricultural Association. Sept. 13 to 15. Hon. Wm. Paynse, pres.; J. Schafer, jr., Port Byron, treas., L. J. Whiteside, secy.

KEWANEE—Kewanee District Agricultural Board. Sept. 12 to 16. John Moore, secy.

LA HARPE—La Harpe District Fair Association. Aug. 23 to 26. Ed. Wilcox, pres.; C. H. Ingraham, treas.; W. B. Miller, secy.

MT. STERLING—Brown County Agricultural Society. Aug. 1 to 5. Geo. A. McDannold, pres.; H. A. Perry, treas.; G. L. Brockman, secy.

MT. VERNON—Jefferson County Agricultural Board and Fair Association. Sept. 13 to 16. Geo. W. Evans, pres.; S. H. Watson, treas.; Fred. P. Watson, secy.

OREGON—Ogle County Agricultural Board. Sept. 6 to 9. Chas. W. Sammis, pres.; John Sheaff, treas.; Benj. Chaney, secy.

PANA—Pana Union Agricultural Society. Aug. 29. H. N. Schuyler, pres.; Robert Johns, treas.; Lou Roley, secy.

PRINCETON — Bureau County Agricultural Board. Sept. 6 to 9. H. E. Waddell, pres.; C. A. Palmer, treas.; O. Wilkinson, secy.

ROCHELLE — Agricultural and Mechanical Association of Rochelle. Sept. 20 to 23. C. E. Gardner, pres.; A. B. Sheadle, treas.; Francis E. Dresser, secy.

ROCKFORD—Winnebago County Agricultural Society. Aug. 29 to Sept. 2. D. W. Barnes, pres.; C. O. Upman, treas.; J. B. Whitehead, secy.

LA SALLE—La Salle D. P. and Agricultural Fair Association. July 19 to 22. N. W. Duncan, pres.; W. Biergenburt, treas.; M. Cunning secy.

LE ROY—Le Roy Fair and Agricultural Association. Sept. 6 to 9. W. Birney, secy.

LIBERTYVILLE—Lake County Agricultural Society. Sept. 13 to 16. Byron Colly, pres.; E. W. Parkhurst, treas.; Jas. M. Woodman, secy.

MACOMB—McDonough County Stock Agricultural and Mechanical Association. Aug. 15 to 19. W. O. Blaisdell, pres.; Geo. Gadd, treas.; Frank A. Kyle, secy.

MARTINSVILLE—Clark County Agricultural Association. Sept. 27 to Oct. 1. Justin Sweet, pres.; Harvey Hurst, treas.; G. H. Miller, secy.

MATTOON—Mattoon Free Street Fair. Oct. 5 to 8. Frank Kern, pres.

MENDOTA — Mendota Union Fair Association. July 12 to 15. Geo. E. Wills, pres.; H. B. Cookins, treas.; Geo. H. Madden, secy.

MONMOUTH — Warren County Agricultural Society. Sept. 13 to 16. Wm. Hanna, pres.; Wm. B. Young, treas.; Geo. C. Rankin, secy.

MONTICELLO—Platt County Agricultural Society. Aug. 15 to 19. Wm. H. Kratz, pres.; O. W. Moore, treas.; C. A. Gatman, secy.

MORRISON—Whiteside County Central Agricultural Society. Sept. 6 to 9. E. A. Smith, pres.; J. J. Hurlburt, treas.; A. R. Lewis, secy.

MT. CARROLL—Carroll County Agricultural Board American Trotting Association. Aug. 30 to Sept. 2. Geo. F. Bucher, pres.; H. N. Griffith, treas.; G. C. Kenyon, secy.

RUSHVILLE—Schuyler County Agricultural Board. Aug. 8 to 12. Hon. Perry Logsdon, pres.; Orson Pettijohn, treas.; A. P. Rodewald, secy.

SANDWICH — Sandwich Fair Association. Sept. 12 to 16. W. G. Beveridge, pres.; F. S. Mosher, treas.; E. Randall, secy.

SAYBROOK—McLean County Fair Association. Aug. 23 to 26. T. W. Beardsley, Gibson City, pres.; H. W. Dahl, treas.; C. F. Easenbrook, secy.

SHAWNEETOWN—Gallatin County Agricultural Board. Aug. 30 to Sept. 3. Martin Doherty, pres.; Marsh Wiseheart, secy.

SHAWNEETOWN—Fair. Martin Doherty, pres.; John McKelligott, treas.; Marsh Wiseheart, secy.

SHELBYVILLE—Shelby County Agricultural Board. Sept. 6 to 13. Philip Parker, pres.; Chas. E. Kellar, treas.; Geo. A. Roberts, secy.

SPRINGFIELD—State Fair. Sept. 26 to Oct. 1. J. Irving Pearce, Chicago, pres.; B. H. Brainerd, treas.; W. C. Garrard. secy.

WHEATON—Aug. 23 to 26.

WARREN—Union Agricultural Society. Sept. 20 to 23. J. L. Graham, pres.; C. F. Taylor, treas; S. A. Clark, secy.

WATSEKA — Iroquois County Agricultural Board. Sept. 6 to 9. J. C. Bruner, Buckley, pres.; Will A. Coney, treas.; L. F. Watson, secy.

WOODSTOCK — McHenry County Agricultural Society. Aug. 23 to 26. M. implemam, Marengo, pres.; Fremont Hoag, treas.; A. S. Wright, secy.

WYOMING—Central Agricultural Society of Stark County. Aug. 30 to Sept. 2. J. W. Smith, pres.; J. A. Klock, treas.; J. M. Thomas, jr., secy.

YORKVILLE—Kendall County Fair Association. Sept. 7 to 10. H. P. Barnes, pres.; J. Armbruster, treas.; R. N. Newton, secy.

INDIANA.

ANGOLA—Stuben County Agricultural Association. Oct. 4 to 7. Horace H. Van Auken, pres.; C. Goodale, secy.

BAINBRIDGE—Putnam County Agricultural Association. Aug. 1 to 5. Jas. W. Edwards, pres.; G. W. Starr, treas.; A. R. Allison, secy.

BEDFORD—Bedford Fair and Trotting Association. Sept. 19 to 24. T. O. Dagey, pres.; Jas. McClelland, treas.; Geo. W. McDaniel, secy.

BLOOMINGTON — Big Bloomington Fair. Sept. 26 to Oct. 1.

BOONVILLE — Boonville Fair Association. Sept. 26 to Oct. 1. Clamor Pelzer, pres.; A. L. Beeler, treas.; S. W. Taylor, secy.

BOSWELL—Benton-Warren Agricultural Society. Sept. 5 to 9. Henry Robertson, pres.; H. W. Dimmick, treas.; W. K. McKnight, secy.

BOURBON—Bourbon Fair Association. Oct. 4 to 7. Geo. D. Ettinger, pres.; L. Johnson, treas.; J. W. Eidson, secy.

BREMEN—Fair. Sept. 27 to 29. John Huff, pres.; Henry H. Miller, secy.

BRIDGETON—Bridgeton Agricultural Society. Aug. 22 to 27. F. M. Miller, secy.

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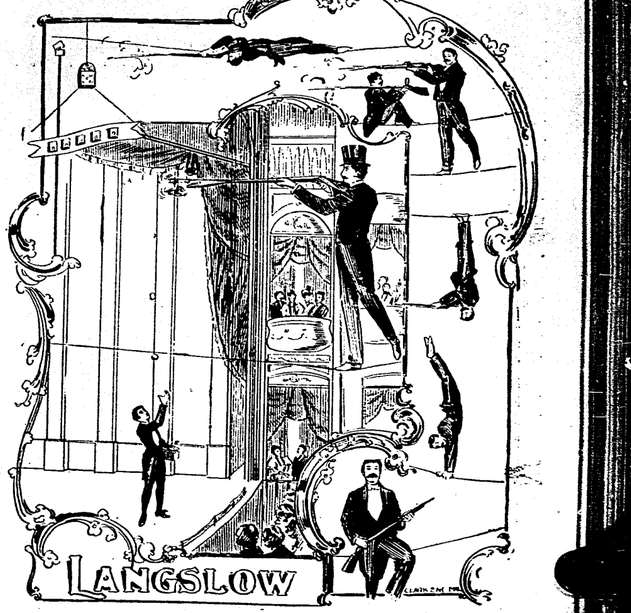

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TRADE MARK.

ABOUT IT TODAY

CAYUGA—Ver. County Fair Association. Aug. 30 to Sept. 2. Jas. Malone, pres.; G. L. Watson, treas.; J. S. Grondyke, secy.

CLAY CITY—Clay County Fair Association. Sept. 27 to 30. Jacob Luther, of Connely, pres.; F. C. Watts, treas.; Geo. E. Oberholtzer, secy.

CHRISNEY—Spencer County Fair. Aug. 29 to Sept. 3.

COLUMBUS—Bartholomew County Agricultural Association's Fair. Aug. 9 to 12. A. B. Reeves, Clifford, pres.; Frances F. Crump, treas.; Ed. Redman, jr., secy.

CORYDON—Harrison County Fair. Aug. 29 to Sept. 3.

COVINGTON—Sept. 14 to 16. W. T. Ward.

CRAWFORDSVILLE—Montgomery County Union Agricultural Society. Sept. 5 to 7. Arch Martin, pres.; W. F. Hulet, secy.

CROWN POINT—Lake County Agricultural Society. Sept. 6 to 9. Chas. H. Friedrich, pres.; Frank E. Cooper, treas.; Allison A. Bibler, secy.

EAST ENTERPRISE—Switzerland and Ohio Counties Agricultural Societies.

ELWOOD—Elwood Driving Park and Fair Association. Aug. 23 to 26. Nathan J. Leisure, pres.; oJe E. De Hority, treas.; Frank E. De Hcrity, secy.

EVANSVILLE—Tri-State Fair. Sept. 19 to 23. R. L. Akin, secy.

FLORA—Carroll County Fair Association. Sept 19 to 23. John F. Gillam, pres.; R. D. Voorheis, treas.; J. J. Moss, secy.

FRANKFORT—Clinton County Agricultural Society. Aug. 22 to 26. Jas. A. Hedgecock, pres.; C. R. Pence, treas.; Jos. Heavilon, secy.

FRANKLIN—Johnson County Agricultural Horticultural and Park Association. Aug. 30 to Sept. 3. S. W. Dungan, pres.; Samuel Harris, treas.; W. S. Young, secy.

FT. WAYNE—Ft. Wayne Driving Club. Aug. 9 to 13. L. A. Centlevre, pres.; S. M. Foster, treas.; H. C. Rockhill, secy.

GREENFIELD—Hancock County Fair. Aug. 16 to 19. Dr. W. A. Justice, pres.; J. W. Walker, treas.; Chas. Downing, secy.

HAGERSTOWN—Wayne County Fair Association. Aug. 2 to 5. John Bowman, pres.; Knode Porter, treas.; F. H. Baldridge, secy.

HUNTINBURGH—Dubois County Agricultural Association. Sept. 12 to 17. E. W. Pickhardt, pres.; Louis Katterhenny, treas.; Daniel Rentepohler, secy.

INDIANAPOLIS—State Fair. Sept. 12 to 17. Chas. Downing, Greenfield, Ind., pres.; E. T. Robinson, treas.; C. F. Kennedy, secy.

KENTLAND—Kentland Fair Association. Aug. 30 to Sept. 2. Patrick Keefe, pres.; Wm. Perry, treas.; H. A. Strohm, secy.

LAFAYETTE—Aug. 31 to Sept. 2. Wm. M. Blackstock, secy.

LA PORTE—La Porte County Agricultural Association. Sept. 20 to 23. R. F. Small, Westville, pres.; H. C. Wagner, treas.; J. Vene Dorland, secy.

LAWRENCEBURG—Lawrenceburg Agricultural Association. Aug. 23 to 27. W. H. O'Brien, pres.; V. W. Huber, treas.; H. L. Nowlin, secy.

LEBANON—Boone County Agricultural Association. Aug. 16 to 20. W. A. Barntin, pres.; Geo. W. Campbell, treas.; Chas. W. Scott, secy.

MADISON—Madison Fair Association. Aug. 16 to 19. C. R. Johnson, pres.; D. H. Demarn, treas.; C. R. Johnson, jr., secy.

MIDDLETOWN—The Henry, Madison and Delaware Counties Agricultural Society. July 26 to 30. A. S. Miller, pres.; J. A. Young, treas.; S. A. Wisehart, secy.

MOROCCO—Newton County Agricultural Association. Sept. 13 to 16. C. M. Honger, pres.; L. H. Richer, treas.; G. N. Stoner, secy.

NEW ALBANY—Floyd County Trotting Association. Aug. 22 to 25.

NEW CASTLE—Henry County Agricultural Society. Aug. 9 to 12. R. A. Smith, Greensboro, pres.; W. L. Risk, Greensboro, secy.; Eli W. Frazier, treas.

NEW HARMONY—Posey County Agricultural Society. Sept. 12 to 16. W. N. Ford, pres.; Homer Lichtenberger, treas.; Ezra Stephens, secy.

NEWPORT—Western Indiana Race Track and Fair Association. C. W. Ward, pres.; H. V. Nixon, treas.; B. S. Aikman, secy.

NORTH VERNON—Jennings County Fair. Aug. 1 to 6.

OAKLAND CITY—Oakland City Agricultural and Indiana Society. Aug. 22 to 28. W. M. Cockrum, pres.; D. M. Martin, treas.; W. R. Harris, secy.

OSGOOD—Ripley County Agricultural Association. Aug. 2 to 5. Jas. C. Gilliland, pres.; John Eckert, treas.: W. C. Leslie, secy.

POPLAR GROVE—District Fair. Aug. 23 to Sept. 1. Luther McDowell, Keepper, pres.; H. N. Miller, Deacon, treas.; A. D. Wood, Carroll, secy.

PORTLAND—Jay County A. H. I. and Joint Stock Company. Sept. 26 to 30. John Schmuck, pres.; W. M. Haynes, treas.; C. O. Hardy, secy.

PRINCETON—Gibson County H. & A. Society. Sept. 5 to 10. J. W. Johnson, pres.; R. A. Wood, treas.; S. V. Strain, secy.

REMINGTON—Remington Fair Association. Aug. 23 to 26. Christian Hensler, pres.; Geo. A. Chappell, treas.; Jasper Guy, secy.

ROCHESTER—Fulton County Agricultural and Mechanical Association. Sept. 28 to Oct. 1. John W. Black, pres.; A. C. Copeland, treas.; Val Zimmerman, secy.

ROCKPORT—Spencer County Fair Association. Aug. 16 to 20. B. F. Bridges, pres.; T. E. Snyder, treas.; C. M. Partridge, secy.

RUSHVILLE—Rush County Fair Association. August 30 to Sept. 2. W. O. Walton, pres.; Sam Abercrombie, treas.; J. D. Meyer, secy.

SALEM—Washington County Fair. Sept. 5 to 10.

SHELBYVILLE—Shelby Jonit Agricultural Association. Sept. 5 to 9. S. B. Morris, pres.; Henry Doble, treas.; C. E. Amsden, secy.

SHERIDAN—Aug. 10 to 12. N. W. Cowgill, secy.

SWAYZEE—Swayzee Tri-County Agricultural Association. Aug. 30 to Sept. 2. G. W. McManaman, pres., Point Isabell, Ind.; H. T. Munea, treas.; E. C. King, secy.

TERRE HAUTE—Vigo Agricultural Society. Aug. 29 to Sept. 3. Geo. A. Schaal, pres.; John M. Clift, treas.; W. H. Duncan, treas.

VINCENNES—Knox County Agricultural and Horticultural Association. Oct. 3 to 8. Isaac Lyons, pres.; Geo. McCoy, treas.; John Burke, secy.

WARREN—Tri-County Agricultural Association. Sept. 20 to 24. Dr. Jonas Good, pres.; Geo. F. Morgan, treas.; L. W. Pulley, secy.

IOWA.

ADEL—Dalles County Agricultural Society. Sept. 5 to 8. Richard Bandy, Redfield, pres.; J. W. Russell, treas.; M. J. Graham, secy.

ALGONA—Kosseith County Agricultural Society. Sept. 27 to 30. Jos. W. Wadsworth, pres.; Herbert Bailey, treas.: G. F. Peek, secy.

ALLISON—Butler County Fair. Aug. 30 to Sept. 1. L. J. Rogers, secy.

ALTA—Buena Vista County Agricultural Society. Aug. 24 to 26. M. Adams, pres.; Sam'l Parker, treas.; C. E. Cameron, secy.

ANAMOSA—Fair. Aug. 16 to 19. E. R. Moore, secy.

ARLINGTON—Arlington District Fair Association. Aug. 16 to 20. Geo. Schriver, pres.; C. Deming, treas.; R. N. Hibbard, secy.

ATLANTIC—Agricultural Society of Cass County. Sept. 5 to 8. C. R. Hunt, pres.; F. H. Crombie, treas.; S. W. W. Straight, secy.

AVOCA—Pottawattamie County Fair Association. Aug. 30 to Sept. 2. G. Diederich, pres.; J. H. Jenks, treas.; Roscoe Barton, secy.

BATTLE CREEK—Ida County Fair. Sept. 13 to 15. Geo. C. Hubbard, of Ida Grove, Ia., secy.

BELLE PLAIN—Big Four Fair. Sept. 13 to 15. W. J. Guinn, pres.; J. C. Milner, secy.

BLOOMFIELD—Agricultural Society of Davis County. Aug. 23 to 26. A. F. Smith, Drakeville, pres.; W. P. Denpree, treas.; J. C. Brouhard, secy.

BOONE—Boone District Fair Association. Aug. 2 to 4. Geo. Zimbelman, pres.; M. Stuhorn, secy.

BRITT—Hancock County Agricultural Society. Sept. 14 to 16. F. B. Rogers, pres.; E. O. Healy, treas.; B. C. Way, secy.

CARROLL—Carroll County Fair and Driving Park Association. Aug. 16 to 19. A. L. Wright, pres.; R. E. Coburn, treas.; H. A. Junod, secy.

CASCADE—Dubuque County Fair and Agricultural Society. Aug. 30 to Sept. 2. W. A. Fairburn, pres.; A. V. Devlin, treas.; J. H. Devaney, secy.

CENTERVILLE—Appanoose County Fair. Sept. 20 to 23. H. A. Russell, secy.

CENTRAL CITY—Wapsie Valley Fair Association. Aug. 30 to Sept. 4. I. P. Bowdish, pres., Waubeek; Fred. McLeod, treas.; E. M. Sawyer, secy.

CHARITON—Lucas County Joint Stock Association. Sept. 27 to 30. G. J. Stewart, pres.; W. P. Beem, treas.; W. M. Householder, secy.

CLARION—Wright County Agricultural Society. Sept. 20 to 23. E. B. Roblin, pres.; W. C. Brown, secy.

CLINTON—Clinton District Agricultural Fine Stock and Fair Association. Aug. 30 to Sept. 2. G. D. McDaid, pres.; Wm. Holmes, treas.; W. E. Buell, secy.

COLUMBUS JUNC.—Columbus Junc. District Fair Association. Aug. 23 to 26. R. J. Reaney, pres.; H. T. Jones, treas.; R. S. Johnston, secy.

CORNING—Adam County Fair Association. Sept. 12 to 15. J. M. Devare, pres.; E. F. Miner, treas.; H. E. Westrope, secy.

CORYDON—Wayne County Agricultural Association. Sept. 5 to 9. J. N. Davison, pres.; W. W. Littell, treas.; H. K. Evans, secy.

DANBURY—Danbury District Agricultural Society. No fair this year. J. H. Criley, pres.; J. B. Santie, treas.; M. P. Cord, secy.

DENISON—Crawford County Agricultural Association. Oct. 4 to 6.

DE WITT—Clinton County Agricultural Society. Sept. 13 to 16. J. Alex. Smith, pres.; L. S. Harrington, treas.; C. Christiansen, secy.

DONNELLSON—Lee County Fair. Sept. 13 to 16. Jas. Haffner, pres.; F. H. Kribell, treas.; E. P. Armknecht, secy.

ELDON—Eldon Big Four District Agricultural Association. Sept. 6 to 9. N. F. Reed, pres.; Mark Hilles, treas.; H. R. Baker, secy.

ELDORA—Hardin County Fair. Sept. 6 to 9. W. E. Rathbone, secy.

EMMETSBURG—Palo Alto County Agricultural Society. Sept. 21 to 23. H. C. Shadbolt, pres.; M. L. Brown, treas.; Daniel E. Collins, secy.

FAIRFAX—Prairie Valley Fair Association. Aug. 23 to 26. E. H. Knickerbocker, secy.

FAIRFIELD—Jefferson County Agricultural Association. Aug. 30 to Sept. 1. S. K. West, pres.; Chas. H. Gage, treas.; Chas. Gift, secy.

FONDA—Big Four District Fair Association. Aug. 30 to Sept. 2. T. L. Kennedy, pres.; G. R. Reniff, treas.; R. Wright, secy.

FOREST CITY—Winnebago County Agricultural Society. Sept. 7 to 9. M. C. Wheeler, pres.; Geo. Spofford, treas.; E. W. Virden, secy.

GREENFIELD—Adair County Fair Association. Sept. 20 to 22. S. H. Mofiit, pres.; D. Heaton, treas.; W. L. Freeman, secy.

GRINNELL—Powershiek County Agricultural Society. Aug. 30 to Sept. 1. E. W. Clark, pres.; L. G. C. Pierce, treas.; J. E. Van Evera, secy.

GRUNDY CENTRE—Grundy County Agricultural Society. Sept. 20 to 22. L. B. DeSellhorst, pres.; M. A. Buchan, treas.; C. W. Reynolds, secy.

HAMPTON—Franklin County Fair. Sept. 13 to 16. David Vought, secy.

HOLSTEIN—Holstein District Agricultural Society. Sept. 5 to 8. C. B. Bush, pres., Washta, Ia.; F. Indorf, treas.; W. F. Hutton, secy.

HUMBOLDT—Humboldt County Agricultural Society. Sept. 28 to 30. A. A. McKitivels, pres.; F. F. French, treas.; A. M. Adams, secy.

IDA GROVE—Ida County Agricultural Society. Sept. 20 to 22. Hon. I. Nicoll, pres.; H. M. Whinery, treas.; Geo. C. Hubbard, secy.

INDEPENDENCE—Buchanan County Agricultural Society. Sept. 6 to 9. L. J. Dunlap, pres., Winthrop, Ia.; W. W. Donnan, treas.; A. H. Farwell, secy.

IOWA CITY—Johnson County Agricultural and Mechanical Society. Sept. 12 to 15. A. R. Ohl, pres.; R. P. Jones, treas.; A. W. Bradley, secy.

KNOXVILLE—Marion County Fair Association. Aug. 23 to 26. Walter Elliott, pres.; Lafe S. Collens, treas.; H. Shivvers, secy.

LE MARS—Plymouth Fair Association. Not decided. G. C. McLagan, pres.; Ben. Hodgman, treas.; W. G. Bolser, secy.

LINEVILLE—Lineville District Fair. Sept. 13 to 16. W. B. Wassen, pres.; T. J. Lovett, secy.

MALCOM—Poweshiek County Agricultural Society. Aug. 23 to 26. G. W. Royce, pres.; W. J. Johnson, treas.; Jas. Nowak, secy.

MANCHESTER—Delaware County Agricultural Society. Sept. 6 to 9. A. S. Coon, pres.; H. L. Lawrence, treas.; J. B. Rutherford, secy.

MAPLETON—Maple Valley Fair Association. Aug. 31 to Sept. 3. John S. Carhart, pres.; Ed. Quick, treas.; R. M. Wells, secy.

MAQUOKETA—Jackson County Fair Association. Sept. 6 to 9. Hon. A. Hurst, pres.; M. Mahamy, treas.; Adam Ringlep, secy.

MARCUS—Cherokee County Union Agricultural Society. Aug. 31 to Sept. 2. W. N. Fry, pres.; H. B. Robeson, secy.

MARENGO—Iowa County Agricultural Society. Sept. 19 to 23. C. M. W. Engelbert, Conroy, pres.; Frank Cook, treas.; C. C. Clements, secy.

MASON CITY—Cerro Gordo County Agricultural Society. Sept. 5 to 8. John D. Glass, pres.; Wm. Letts, secy.

MECHANICSVILLE—District Agricultural Society. Aug. 23 to 26. D. H. Picper, pres.; A. B. Herton, treas.; C. W. Johnson, secy.

MILTON—Milton District Agricultural Society. Aug. 30 to Sept. 2. E. O. Syphers, secy.

MISSOURI VALLEY—Harrison County Agricultural Society. E. F. James, pres.; B. W. Carlisle, treas.; W. H. Fensler, secy.

MONTICELLO—Jones County Fair. Aug. 23 to 26. Mat Noyes, pres.; G. W. Wilkins, treas.; G. E. Bishop, secy.

MOUNT AYR—Ringgold County Fair Association. Sept. 6 to 9. J. W. Scott, pres.; J. P. Newton, treas.; Clyde Dunning, secy.

MT. PLEASANT—Henry County Fair Association. Aug. 23 to 26. W. P. Young, pres.; R. S. Gillis, treas.; John W. Palm, secy.

NASHUA—Nashua Agricultural Society. H. H. Hopkins, pres.; Geo. T. Bellamy, secy. and treas.

NATIONAL—Clayton County Agricultural Society. Aug. 30 to Sept. 2. Wm. Hanson, Luana, pres.; Joe Lamm, Elkader, treas.; Jno. E. Corett, Elkader, secy.

NEVADA—Story County Agricultural Society. Aug. 9 to 12. O. G. Ashford, pres.; J. F. Martin, secy.

NEW HAMPTON—Chickasaw County Agricultural Society. Aug. 31 to Sept. 2. G. M. Bigelow, pres.; B. W. Catant, treas.; P. Malcolm, secy.

NEW SHARON—New Sharon District Agricultural Society. Sept. 13 to 15. Sidney Harper, pres.; J. G. Hammond, treas.; Chas. Fretigh, secy.

NEWTON—Jasper County Agricultural Society. Sept. 5 to 8. H. D. Parsons, pres.; C. G. Griebling, treas.; A. Failor, secy.

OGDEN—Boone County Agricultural Society. Sept. 13 to 16. J. H. Morgan, pres.; W. S. Colvin, treas.; E. H. Graves, secy.

ORANGE CITY—Sioux County Agricultural Society. Sept. 21 to 23. R. van der Meide, pres.; F. J. Lohr, secy.

OSAGE—Mitchell County Agricultural Society. Sept. 1 to 3. Hon. W. L. Eaton, pres.; J. I. Sweney, treas.; W.C. Moss, secy.

OSKALOOSA—Wahaska County Fair Association. Sept. 12 to 15. Geo. S. Prine, pres.; Chas. E. Loffland, treas.; L. T. Shangle, secy.

OXFORD—Fair. Sept. 26 to 29. F. W. Sies, secy.

PELLA—Lake Prairie District Agricultural Society. Sept. 27 to 29. John DeCook, pres.: H. D. Rietveld, treas.; Chas. Porter, secy.

PERRY—Perry District Fair Association. Sept. 26 to 30. Allen Breed, pres.; D. J. Pattee, treas.; J. T. Davis, secy.

RHODES—Eden District Agricultural Society. Sept. 20 to 22. W. A. Nichols, St. Centre, pres.; W. B. Nason, Melbourne, treas.; Ben Richards, secy.

SAC CITY—Cac City Agricultural Society. Aug. 30 to Sept. 2. R. G. Wilson, pres.; S. Wott, treas.; Frank E. Briggs, secy.

SEYMOUR—Seymour District Agricultural Society. Sept. 12 to 16. J. T. Lowry, pres.; M. H. Wilson, treas.; R. E. Lowry, secy.

SIBLEY—Pioneer Agricultural Society. Sept. 13 to 15. F. Y. Locke, pres.; J. M. Phillips, treas.; T. S. Redmond, secy.

STRAWBERRY POINT—Strawberry Point District Fair Association. Aug. 23 to 26. J. C. Flenniken, pres.; G. H. Scofield, treas.; H. W. Scofield, secy.

TIPTON—Tipton Fair Association—Aug. 30 to Sept. 2. Geo. Beatly, pres.; P. R. Pine, treas.; L. J. Rowell, secy.

TOLEDO—Tama County Fair. Aug. 30 to Sept. 2. Hon. W. G. Malin, pres.; A. G. Smith, secy.; H. A. Shanklin, treas.

TRAER—Traer District Agricultural Society. Sept. 14 to 16. S. W. West, pres.; R. H. Moore, treas.; N. R. Morrison, secy.

VICTOR—Victor District Fair. Aug. 30 to Sept. 1. John M. Groff, secy.

VILLISCA—Villisca Union Fair Association. Sept. 26 to 29. D. W. Jackson, pres.; J. W. Fergey, treas.; F. L. Ingman, secy.

VINTON—Benton County Agricultural Society. Sept. 6 to 9. J. W. Hite, pres.; Geo. D. McElroy, treas.; L. A. Mitchell, secy.

WAPELLO—Louisa County Agricultural Society. Aug. 16 to 19. S. F. Small, pres.; R. D. McCullough, treas.; L. J. Nyemaster, secy.

WAUKON—Allamakee County Fair. Sept. 20 to 23. C. M. Beeman, secy.

WEBSTER CITY—Hamilton County Fair Association. Sept. 13 to 16. J. W. Adams, secy.

WEST BRANCH—Cedar County District Agricultural Society. Aug. 23 to 26. C. H. Ferall, pres.; J. T. Butler, treas.; A. A. Madson, secy.

WEST LIBERTY—Union District Agricultural Society. Sept. 5 to 8. Albert Whitacre, pres.; F. E. Thomas, treas.; W. H. Shipman, secy.

WEST PONIT—West Point Fair. Sept. 27 to 30. Wm. R. Timpe, Ft. Madison, Ia., pres.; Al Link, treas.; John Walljasper, secy.

WEST UNION—Fayette County Agricultural Society. Sept. 6 to 9. G. D. Darnall, pres.; E. B. Shaw, treas.; L. L. Farr, secy.

WHAT CHEER—What Cheer District Fair Association. Sept. 27 to 29. E. R. Hatcher, Indianapolis, Ind., pres.; J. T. Sewnffer, treas.; T. C. Legoe, secy.

WILTON JUNCTION—The Wilton Fair. Sept. 20 to 22. F. N. Schiele, Sunbury, Ia., pres.; Geo. Baumick, treas.; J. M. Reder, secy.

WINFIELD—Eastern Iowa District Fair. Aug. 30 to Sept. 2. E. C. Hinkle, secy.

WINTERSET—Madison Agricultural Society. Sept. 13 to 16. T. J. Hudson, pres.; J. W. Dabney, treas.; C. A. Lee, secy.

KANSAS.

BURLINGAME—Osage County Fair Association. Sept. 6 to 9. Chas. Lyons, pres.; H. D. Shepard, treas.; W. B. Davis, secy.

BURLINGTON—Coffey County Fair Association. Sept. 13 to 16. W. J. Armstrong, pres.; M. M. Kiger, treas.; J. E. Woodfood, secy.

CHANUTE—Chanute Agricultural Fair Park and Driving Association. Aug. 16 to 19. L. H. Cole, pres.; R. N. Allon, treas.; Aug. Bareis, secy.

CLAY CENTRE—Clay County Fair Association. Sept. 14 to 16. D. H. Myers, pres.; Henry W. Stackpole, treas.; E. E. Hoopes, secy.

COFFEYVILLE—Coffeyville Fair and Park Association. Sept. 13 to 16. Thos. Scurr, jr., pres.; C. A. Lee, treas.; W. M. Doty, secy.

COUNCIL GROVE—Morris County Exposition Co. Sept. 27 to 30. W. H. White, pres.; L. Mead, treas.; E. J. Dill, secy.

ERIE—Neosha County Fair Association. Sept. 6 to 9. H. Lodge, secy.

FRANKFORT—Frankfort Fair Association. Sept. 27 to 30. Jos. Lemons, pres.; J. B. McCouchie, treas.; C. W. Brandenburg, secy.

FREDONIA—Fredonia Agricultural Society. Aug. 23 to 26. C. H. Pierce, pres.; T. C. Singleton, treas.; J. T. Cooper, secy.

GARNETT—Anderson County Fair Association. Aug. 30 to Sept. 2. Thos. Gowdy, pres.; M. L. White, treas.; C. H. Rice, secy.

HIAWATHA—Brown County Fair Association. Sept. 6 to 9. G. Y. Johnson, Willis, pres.; Geo. Maglott, treas.; John H. Meyer, secy.

HOLTON—Jackson County Agricultural and Fair Association. Aug. 29 to Sept. 2. D. W. Stanley, pres., Hoyt; Moses Sarbachs, treas.; S. B. McGrew, secy.

INDEPENDENCE—Aug. 30 to Sept. 2.

NESS CITY—Ness County Fair Association. Sept. 1 to 3. O. H. Laraway, pres.; Geo. O. Hunt, treas.; N. H. Stridger, secy.

OSKALOOSA—Jefferson County Agricultural and Mechanical Association. Sept. 6 to 10. Edwin Snyder, secy.

OTTAWA—Franklin County Fair. Sept. 20 to 24. Wm. H. Moherman, pres.; J. L. Chamberlin, treas.; Chas. H. Ridgway, secy.

PAOLA—Miami County Agricultural and Mechanical Fair Association. Sept. 27 to 30. Z. Hayes, pres.; Geo. B. Hanna, treas.; W. J. Carpenter, secy.

PARSONS—Aug. 9 to 12. D. W. Kingsley, Independence, Kas., secy.

PETROLEUM PARK—Montgomery County Agricultural Society. Aug. 30 to Sept. 2. D. W. Kingsley, Independence, secy.

RILEY—Riley County Agricultural Society. Sept. 6 to 9. S. D. Dyer, pres.; Jesse White, treas.; Jerome Walbridge, secy.

SENECA—Sept. 7 to 9. W. H. Fitzwater, secy.

STOCKTON—The Rooks County Fair Association. O. A. Higgins, pres.; Chas. Alexander, treas.; David B. Smyth, secy.

TRIBUNE—Greeley County Fair Association. Wm. Dodson, pres.; R. Pringle, treas.; I. B. Newman, secy.

WICHITA—Wichita State Fair Association. Sept. 19 to 24. B. B. Hudson, pres.; A. S. Jobes, treas.; H. G. Toler, secy.

WINFIELD—Cowley County Fair Association. Sept. 27 to 30.

NOTICE!

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KENTUCKY.

ALEXANDRIA—Campbell County Agricultural Association. Aug. 23 to 27. Dr. J. J. Youtsey, Newport, pres.; John Todd, treas.; J. J. Wright, secy.

BARBOURVILLE—Knox County Fair Association. Aug. 31 to Sept. 2. J. S. Miller, pres.; W. R. Ballinger, treas.; W. W. Tinsley, secy.

BARDSTOWN—Nelson County Agricultural Association.

BOWLING GREEN—Fair. Sept. 14 to 17. J. H. Mallory, pres.; J. M. Robertson, secy. and treas.

BROADHEAD—Rock Castle County Fair Association. Aug. 17 to 19.

CAMPBELLSVILLE—Taylor County Agricultural and Mechanical Association.

DANVILLE—Central Kentucky Fair Association.

ELIZABETHTOWN—Hardin County Fair. Sept. 6 to 9. Jas. Kinkead, secy.

ELLENDALE—Ellendale Fair Co. Aug. 1 to 6. W. F. Rapier, pres.; R. T. Smith, Sorgho, Ky., secy.

EWING—Ewing Fair Co. Sept. 7 to 10. C. W. Williams, Peed, pres.; J. G. Collins, treas.; S. H. Price, secy.

FLORENCE—North Kentucky Agricultural Association. Aug. 31 to Sept. 3. F. A. Utz, director; R. J. Perry, Independence, secy.

GERMANTOWN—Germantown Fair. John K. Walker, secy.

GLASGOW—South Kentucky Fair Ground Association. W. A. Huggins, pres., Cave City, Ky.; Thos. Dickerson, treas.; J. T. Carter, secy.

HARTFORD—Ohio County Fair. Sept. 29 to Oct. 1. T. L. Griffin, pres.; Ohio County Bank, treas.; W. G. Hardwick, secy.

LAWRENCEBURG—Lawrenceburg Fair Association. Aug. 16 to 19. J. W. Mayor, pres., Monroe Walker, treas.; M. Gaines, secy.

LEBANON—Marion County Fair and Trotting Association. Aug. 16 to 20.

LOUISVILLE—Louisville and Jefferson County Agricultural and Mechanical Fair Association. Aug. 16 to 20. Isaac Curtis, 118 E. Green st., pres.; W. C. F. Mason, 1005 W. Walnut, treas.; J. W. Johnson, 355 E. Green st., secy.

LOUISVILLE—Louisville Driving and Fair Association. Sept. 26 to Oct. 1. Frank P. Kenney, secy.

MADISONVILLE—Hopkins County Fair Co. Aug. 24 to 27. C. C. Givers, pres.; R. C. Topp, treas.; H. H. Holeman, secy.

OWENSBORO—Davies County Fair. Oct. 4 to 8. J. H. Hickman, pres.; P. T. Watkins, treas.; J. W. Carter, secy.

PADUCAH—Paducah Fair and Exposition Association. Oct. 11 to 14. Jas. M Laug, pres., American-German National Bank, treas.; Alex. Kirkland, secy.

RICHMOND—Madison County Fair Association. Aug. 9 to 12. J. B. Chinault, pres.; S. A. Drathwaye, secy.

SHELBYVILLE—Shelby County Agricultural and Mechanical Association. Aug. 23 to 26. M. W. Huss, Clayvillage, pres.; Shannon Reid, treas.; J. M. Logan, secy.

VERSAILLES—Versailles Fair Association.

WILLIAMBURG—Whitley County Fair Association. Sept. 7 to 9. H. C. Harmon, pres.; Nick Daniel, secy. and treas.

WINCHESTER—Clark County Fair and Trotting Association.

LOUISIANA.

AMITE CITY—Amite City Fair Association. H. P. McClendon, pres.; T. H. Tehan, treas.; Thos. T. Gillen, secy.

RRSTON—Agricultural and Live Stock Fair Association. W. S. May, pres.; J. S. Atkinson, secy.

MAINE.

AMHERST—Northern Hancock Agricultural Society. H. T. Silsby, Aurora, pres.; A. W. Silsby, secy. and treas.

ANDOVER—Oxford North Agricultural Society. Sept. 21 and 22. Geo. O. Huse, pres.; Lewis C. Akers, treas.; John F. Talbot, secy.

BANGOR—Eastern Maine State Fair. Aug. 29 to Sept. 2. Flavius O. Beal, pres.; S. Dean Benson, treas., Ezra; L. Stearns, secy.

BETHEL—Fair. Sept. 13 to 15. H. S. Hastings, secy.

BLUE HILL—Hancock County Agricultural Society.

BRIDGETON—Bridgeton Farmers' and Mechanics' Club. Spt. 13 to 16. E. C. Walker, pres.; F. C. Knight, secy.

BUXTON—Buxton and Hollis Agricultural Society.

CANTON—Androscroggin Valley Agricultural Society. H. T. Tirrell, secy.

CHERRYFIELD—W. Washington Agricultural Society.

CORNISH—Ossipee Valley Union Agricultural Association. Aug. 30 to Sept. 1. L. L. Cook, secy.

DAMARISCOTTA—Lincoln Agricultural and Horticultural Society. Sept. 27 to 29. Dr. A. W. Card, pres., Athol; N. A. Hall, treas.; Albert I. Phelps, secy.

DURHAM—Durham Agricultural Society.

EAST PITTSTON—Pittston Agricultural and Trotting Association.

ELLSWORTH—Hancock County Fair Association.

EXETER—West Penobscot Agricultural Society. Sept. 27 to 29. F. W. Hill, secy.

FARMINGTON—Franklin County Agricultural Society. Sept 20 to 22. Wellington Thornton, Chesterville, pres.; Geo. M. Currier, treas.; Reuben Hatch, secy.

FRYEBURG—West Oxford Agricultural Society.

GORHAM—Cumberland County Agricultural and Horticultural Society. Sept. 27 and 28. Alonzo Libby, pres.; Mr. Leighton, secy.

GRAY—Gray Park Association.

HARRISON—Northern Cumberland Agricultural Society. Sept. 22 to 24. S. H. Goodwin, pres., St. Albans; Chas. Rowell, treas.; J. A. Goodrich, secy., W. Palmyra.

HARTLAND—East Somerset Agricultural Society.

LEWISTON—Maine State Agricultural Society. Sept. 5 to 9. I. Pompilly, Auburn, pres.; G. E. Eveleth, Auburn, treas.; G. H. Clark, N. Anson, secy.

LIVERMORE FALLS—Androscroggin County Agricultural and Horticultural Association. J. L. Lowell, Auburn, secy.

MONROE—Waldo and Penobscot Agricultural Society.

NEW GLOUCESTER—New Gloucester and Danville Agricultural Association. Sept. 28 and 29. S. N. Robinson, Danville Junc., pres.; Geo C. Jordan, Upper Gloucester, treas.; L. L. Whitman, Upper Gloucester, secy.

NEW PORTLAND—New Portland Agricultural Society. Sept. 21 and 22. W. R. Richardson, pres.; Elmer Quint, treas.; W. B. Clark, secy.

NORTH BERWICK—North Berwick Agricultural Association. Aug. 23 to 25. Nath. Hobbs, pres.; John B. Russell, treas.; Geo. W. Perkins, secy.

NORWAY—Oxford County Agricultural Society. Sept. 20 to 22. John A. Roberts, pres.; A. C. T. King, South Paris, secy. and treas.

PEMBROKE—Washington County Agricultural Society. Sept. 14 and 15.

PHILLIPS—North Franklin Agricultural Society. Sept. 13 to 15. Wilson C. Beal, pres.; J. M. Wheeler, treas.; M. S. Kelley, secy.

PORTLAND—N. E. Agricultural Society. Aug. 22 to 26. Gen. Francis H. Appleton, 53 State st., Boston, pres.; Warren Brown, Hampton Falls, N. H., treas.; E. T. Rowell, Lowell Mass., secy.

READFIELD—Kennebec County Agricultural Society. Sept. 13 to 15. D. V. Savage, Augusta, pres.; C. H. Stevens, treas.; W. Hunton, secy.

RICHMOND—Richmond Farmers' and Mechanics' Club. Sept. 27. Silas E. S. Kilins, pres.; D. W. Alexander, treas.; C. E. Dinslow, secy.

SACO—Aug. 30 to Sept. 2. H. R. Jordan, manager. S. S. Andrews, secy.

SANFORD—Sanford Fair and Trotting Association. Geo. Ashworth, pres.; O. V. Libby, treas.; Geo. H. Worster, secy.

SOUTH WINDSOR—South Kennebec Agricultural Society.

TOPSHAM—Sagadahoe Agricultural and Horticultural Society. Oct. 11 to 13. W. B. Kendall, pres., Bowdoinham; L.E. Smith, treas., Brunswick; W. S. Rogers, secy.

UNION—North Knox Agricultural and Horticultural Society. Sept. 20 to 22. Geo. C. Hawes, secy.

UNITY—North Waldo Agricultural Society. Sept. 21 and 22. Edwin Rand, pres.; F. A. Bartlett, treas.; E. B. Hunt, secy.

WEST CUMBERLAND—Cumberland Farmers' Club. Sept. 27 and 28. M. W. Pearson, Cumberland Center, pres.; N. M. Shaw, treas.: L.W. Hadlock, West Falmouth, secy.

MARYLAND.

BEL AIR—Hartford County Agricultural and Mechanical Association. Jas. W. McNabb, secy.

EASTON—Talbot County Fair Association. Aug. 30 to Sept. 2. Dr. Chas. Lowndes, pres.; Jos. B. Harrington, secy. and treas.

ELKTON—Ceril County Agricultural Society. Geo. S. Wooley Chesapeake City, pres.; Geo. R. Ash, treas.; J. M. Tucker, secy.

FREDERICK CITY—Frederick County Agricultural Society. Oct. 11 to 14. Chas. W. Hargett, pres.; D. V. Stauffer, treas.; Harry C. Keefer, secy.

HAGERSTOWN—"The Great Hagerstown Fair." Oct. 18 to 21. John W. Stonebraker, pres.; John D. Brewer, treas.; P. A. Witmer, secy.

ROCKVILLE—Agricultural Society of Montgomery County. Aug. 30 to Sept. 2. Leo Offutt, pres.; John J. Higgins, treas.; John E. Muncaster, Norbeck, secy.

TIMONIUM—Agricultural Society of Baltimore County. Sept. 13 to 17. S. Shoemaker, Stevenson, pres.; G. W. Yellatt, Lawson, treas.; H. C. Longnecker, Lawson, secy.

TOLCHESTER BEACH—Kent and Queen Anns County Fair. Aug. 23 to 26. G. E. Noland, secy.

UPPER MARBORO—Agricultural Fair Association of Prince George County. Richard S. Hill, pres.

MASSACHUSETTS.

AMESBURY—Amesbury and Salisbury Fair. Sept. 27 to 29.

AMHERST—Hampshire Fair. Sept. 15 and 16.

ALTHOL—The Worcester Northwest Agricultural and Mechanical Society. Sept. 14 and 15. Arthur F. Tyler, pres.; J. N. Goodspeed, treas.; Arlington F. Stratton, secy.

BARNSTABLE—Barnstable County Fair. Aug. 30 to Sept. 1. Thos. C. Day, pres.

BARRE—Worcester County Western Agricultural Society. Sept. 29 and 30. Austin F. Adams, pres., Barre Plains; Chas. H. Follansby, treas.; Matthew Walker, secy.

BLANDFORD—Union Fair. Sept. 14 to 16.

BOSTON—Massachusetts Horticultural Association. Aug. 31 to Sept. 1. Francis H. Appleton, pres.; Chas. E. Richardson, treas.; Robt. Manning, secy.

BRIDGEWATER—Plymouth County Fair. Sept. 14 to 16. Isaac N. Nutter, E. Bridgewater, pres.; Robt. C. Breck, treas.; Geo. M. Hooper, secy.

BROCTON—Brocton Fair. Oct. 5 to 9. Hon. H. W. Robinson, pres.; E. M. Thompson, treas.; Baalis Sanford, secy.

CHARLEMONT—Deerfield Valley. Sept. 15 and 16. C. E. Ward, Buckland, pres.; E. F. Haskins, treas.; S. W. Hawkes, secy.

CUMMINGTON—Hillside Fair. Sept. 27 and 28. S. W. Clark, pres.; R. R. Packard, treas.; Wm. A. Atkins, secy., W. Cummington.

ENFIELD—Union Agricultural Society. Olin S. Olmstead, pres.

FITCHBURG—Fitchburg Driving Club.

FRAMINGHAM—Middlesex South Association. Sept. 13 to 15. Eugene A. Clark, S. Framingham, secy.

GREAT BARRINGTON—Hoosatonic Agricultural Society. Sept. 28 to 30. Ed. H. Slater, pres., Tyringham; O. C. Bidwell, treas.; Frank H. Briggs, secy.

GREENFIELD—Franklin County. Sept. 22 and 23. F. N. Thompson, secy.

HINGHAM—Hingham Agricultural and Horticultural Society. Sept. 27 and 28. Ebed L. Ripley, Hingham Centre, pres.; R. Sprague, Hingham Centre, treas.; W. H. Thomas, secy.

LANCASTER—Worcester East Association. Sept. 15 and 16. W. A. Kelbourn, secy.

LOWELL—Middlesex Northern Association. Sept. 15 to 17. E. T. Rowell, secy.

MARSHFIELD—Marshfield Agricultural and Floral Society. Aug. 24 to 26. Walton Hall, pres.; Francis Collamon, N. Pembroke, Mass., secy.

MIDDLEFIELD, Highland. Sept. 7 and 8.

NANTUCKET—Nantucket Fair. Aug. 31 to Sept. 1. J. F. Murphy, secy.

NORTH ATTLEBORO—Manufacturers' Agricultural Society. Aug. 30, 31, Sept. 1. S. O. Bigney, Attleboro, pres.; W. W. Stierman, treas.; W. H. Pond, secy.

NORTH ADAMS—Hoosac Valley Agricultural Society. Sept. 21 and 22. Geo. Z. Dean, pres., Cheshire; E. M. Meekins, treas.; Geo. F. Miller, secy.

NORTH AMPTON—Hampshire, Franklin and Hampden. Oct. 5 and 6.

OXFORD—Oxford Fair. Sept. 28 and 29.

PALMER—Eastern Hampden. Sept. 20 to 21. A. D. Norcross, pres.; F. D. Barton, secy.

PEABODY—Essex Fair. Sept. 20 to 22. Oliver S. Butler, Georgetown, pres.; Gilbert L. Streeter, Salem, treas.; John M. Danforth, Lynnfield Centre, secy.

PITTSFIELD—Berkshire Agricultural Society. Sept. 13 to 15. F. A. Palmer, Stockbridge, pres.; J. W. Lewis, treas.; Chas. H. Wright, secy.

SOUTH WEYMOUTH—Weymouth Fair. Sept. 29 to Oct. 1.

SPENCER—Spencer Fair. Sept. 22 and 23. T. C. Comins, pres.; A. W. Curtis, treas.; H. H. Capen, secy.

STURBRIDGE—Worcester South Agricultural Society. Sept. 15 and 16. A. B. Chamberlain, pres.; C. V. Carey, secy.

TAUNTON—Bristol County Fair. Sept. 20 to 22. Nathaniel J. W. Fish, pres.; E. Clarence Holt, treas.; Gertrude Williams, secy., Box 624.

UXBRIDGE—Blackstone Valley Fair. Sept. 27 and 28. Jas. Daley, pres.; L. A. Seagrave, treas.; Augustus Story, secy.

WEST TILSBURY—Martha's Vineyard Association. Sept. 20 and 21.

WORCESTER—Worcester Fair Association. Aug. 30 to Sept. 2. Warren C. Jewett, pres.; John B. Bowker, treas.; John B. Bowker, secy.

MICHIGAN.

ADRIAN—Lewaunee County Agricultural Society and Southern Michigan District Fair. Sept 19 to 23. H. H. Ferguson, secy.

ALBION—Sept. 20 to 23. A. L. McCutcheon, secy.

ALLEGAN—Allegan County Agricultural Society. Oct. 4 to 7. Ezra Brackett, secy.

ANN ARBOR—Washtenaw Fair Society. Sept. 27 to 30. John F. Avery, pres.; F. H. Belser, treas.; F. E. Mills, secy.

BAD AXE—Huron County Agricultural Association. Sept. 27 to 30. John J. Murdock, pres.: Chas. E. Thompson, treas.; Wm. Belden, secy.

BRIGHTON—Brighton Market Fair Associatian. Oct. 11 to 14. E. A. Ross, Milford, pres.; G. J. Baetcke, treas.; C. E. Beurmann, secy.

CADILLAC—Free Street Fair. Sept. 13 to 16. W. J. Cornwell, pres.; R. Rybold, treas.; C. E. Russell, secy.

CALEDONIA—Caledonia Union Fair Association W. McBrodau, Dutton, pres.; D. P. Hale, treas.; Chas. H. Kinsey, secy.

CARO—Caro District Agricultural Association. Sept. 27 to 30. Chas. Montague, pres.; J. M. Ealy, treas.; F. B. Rainsford, secy.

CASS CITY—Fair. Oct. 4 to 7. A. H. Ale, secy.

CHARLOTTE—Eaton County Agricultural Society. Oct. 4 to 7. Jas. H. Gallery, Eaton Rapids, pres.: Jas. H. Brown, treas.; Geo. A. Perry, secy.

COOPERSVILLE—Coopersville Agricultural Association. Sept. 20 to 23. F. D. Smith, pres.; E. N. Parker, treas.; J. B. Watson, secy.

EVART—Osceola County Agricultural Society. Sept. 27 to 29. E. F. Birdsall, pres.; Wm. Rogers, treas.; Irvin Chase, secy.

FLINT—Genesee County Agricultural Society. Sept. 20 to 23. Geo. W. Buchanan, pres.; E. H. Stone, treas.; F. H. Rankin, secy.

FOWLERVILLE—Fowlerville Agricultural Society. Oct. 4 to 7. E. A. Bush, pres.; D. C. Carr, secy.

GRAND RAPIDS—State Fair. Sept. 26 to 30. Wm. Ball, Hamburg, pres.; C. W. Young, Paw Paw, treas.; H. S. Fralick, secy.

HADLEY—District Agricultural and Horticultural Society. Oct. 4 to 6. Geo. Davenport, pres.; A. S. Moorland, treas.; F. A. Smith, secy.

HART—Osceana County Agricultural Society. Oct 4 to 7. A. E. Sonter, Shelly, pres.; W. N. Sayles, secy.

HILLSDALE—48th Hillsdale Fair. Sept. 26 to 30. Dwight A. Curtis, pres.; Fred. A. Roithlisberger, treas.; C. W. Terwilliger, secy.

HOLLAND—South Ottawa and West Allegan Agricultural Society. Sept. 20 to 23. Geo. H. Sonter, pres.; Otto Bleyman, treas.; G. J. VanDuzen, secy.

HUDSON—Hudson Free Street Fair Association. Sept. 13 to 16. O. R. Pierce, pres., J. B. Thor treas.; Henry C. Hall, secy.

IMLAY CITY—Imlay City Agricultural Association Oct. 4 to 6. T. B. Keyworth, pres.; Walter Hoskin, treas.; Frank Rathsburg secy.

IRONWOOD—Gogebic County Fair. Sept. 15 to 17. C. E. Hook, secy.

JACKSON—Street Fair. Sept. 20 to 23.

JACFSON—New Jackson County Agricultural Association. C.R. Durant, pres.; Frank Sawer, treas.; Geo. Conner, secy.

MIDLAND—Midland County Agricultural Society. Sept. 7 to 9. Thos. McCulloch, Laport, pres.; S. D. Shaffner, treas.; J. G. Culver, secy.

MILFORD—Milford Fair Association. Sept. 20 to 23. J. S. Hewitt, secy.

MT. PLEASANT—Isabella County Agricultural Society. Sept. 27 to 30. J. E. Chatterton, secy.

REED CITY—Tri-County Exposition and Fair. Sept. 20 to 22. Amos Rosenberg, pres.; L. K. Parkhurst, treas.; T. R. Welsh, secy.

ST. JOHNS—Clinton County Agricultural and Horticultural Society. Sept. 20 to 23. Murrett Frank, secy.

VASSAR—Tuscola County Agricultural Society. Sept. 27 to 30. W. Kirk, Fairgrove, pres.; J. A. Trotten, treas.; R. S. Weaver, Watrousville, secy.

MINNESOTA.

ADA—Norman County Fair. Sept. 28 to 30. Louis Hintz, secy.

AUSTIN—Mower County Agricultural Society. J. J. Furlong, pres.; W. C. Holmes, treas.; N. S. Gordon, secy.

BARNUM—Carlton County Agricultural and Industrial Association. Sept. 27 to 29. Wm. W. Cain, pres.; C. B. Peterson, treas.; C. L. Goodell secy.

BLUE EARTH CITY—Faribault County Agricultural Society. Sept. 15 to 17. H. P. Zingheim, pres.; F. W. Anderson, treas.; Louis Holt, secy.

CHASKA—Chaska Agricultural Association. Sept. 22 to 24. Fr. Greiner, jr., pres.; F. G Linearfelser, treas.; V. J. Greiner, secy.

CROOKSTON—North Minnesota Agricultural and Driving Association. Not decided. Arch. McKinnon, pres.; J. E. O'Brien, treas.; J. V. E. Wyatt, secy.

CURRIE—Murray County Agricultural Society. Oct. 6 and 7. W. H. Mellen, pres.; A. Currie, Sr., treas.; Neil Currie, secy.

DULUTH—St. Louis County Agricultural Society. Sept. 13 to 16. R. S. Munger, pres.; Frank Carey, treas.; J. E. Cooley, secy.

ELBOW LAKE—Fair is Doubtful. H. P. Hanson, pres.; H. Hillmond, treas.; D. W. Barker, secy.

FAIRMOUNT—Martin County Agricultural Society. Sept. 19 to 21. B.H. Ward, pres.; Cecil Sharpe, treas.; Edw. F. Wade, secy.

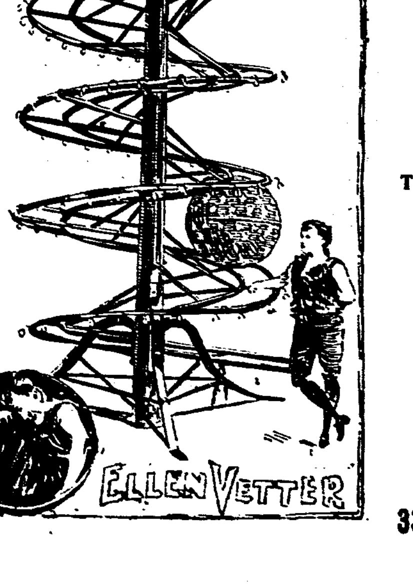
FARMINGTON—Dakota County Agricultural Society. Sept. 13 to 15. P. H. Feely, pres.; W. M. Dodge, treas.; N. H. Bronnell, secy.

GARDEN CITY—Blue Earth County Agricultural Society. Aug. 31 to Sept. 2. E. W. Parker, pres.; Edgar Dilley, treas.; S. M. Dickinson, secy.

HALLOCK—Kittson County Agricultural Society. Sept. 29 and 30. Thos. Horborn, Northcote, pres.; E. A. Nelson, secy. and treas.

HAMLINE—Minnesota State Fair. Sept. 5 to 10. John Cooper, St. Cloud, pres.; A. B. Moffatt, Mankato, treas.; E. W. Randall, secy

HOWARD LAKE—Wright County Agricultural Society Sept. 27 to 29. W. J. Fousley, pres.; R. C. Workman, treas.; J. C. Holbrook, secy.



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JACKSON—Fair. Sept. 22 to 24. H. Y. Anderson, secy.

KASSON—Dodge County Fair Association. Sept. 20 to 23. E. E. Van Ornurn, Ortonville, pres.; Aug. E. Anderson, treas.; A. A. Huelster, secy.

LITCHFIELD—Meeker County Agricultural Society. Sept. 22 to 24. John Shields Darwin, pres.; A. R. Montfort, treas.; H. I. Peterson, secy.

MADISON—Lac Qui Parle County Agricultural Society. Sept. 15 to 17. J. F. Rosenwald, secy.

MORA—Kanabec County Fair Association. Sept. 28 to 30. Orlander Staubie, pres.; Geo.H. Neubert, treas.; C. H. Sydick, secy.

MORRIS—Stevens County Agricultural Society. G. C. Towner, pres.; Samuel Larron, treas.; D. T. Wheaton, secy.

NEW ULM—Brown County Agricultural Society. Sept. 1 to 3. Ferd. Sinn, pres.; Henry Sonsen, treas.; S. W. Heimann, secy.

OWATONNA—Steele County Agricultural Society. Clarke Chambers, pres.; N. J. Schafer, treas.; J. Frank Dean, secy.

REDWOOD FALLS—Redwood County Agricultural Society. Sept. 21 to 23. John P. Cooper, pres.; G. E. McKay, treas.; O. L. Dornberg, secy.

ROCHESTER—Southern Minnesota Fair Association. Sept. 12 to 15. C. N. Stewart, pres., T. H. Titus, treas.; Jas. A. Bear, secy

RUSH CITY—Chisago County Fair Association. Sept. 15 and 16. Geo. H. Markham, pres.; J. J. Flynn, treas.; J. W. Robie, secy.

ST. JAMES—Agricultural Association of Watonwan County. Sept. 5 to 7. M. S. Crowley, pres.; F. O'Meara, treas.; F. B. Lynch, secy.

ST. PAUL—State Fair. Sept. 5 to 10.

ST. PETER—Nicollet County Agricultural Society. September. Henry Moll, pres.; H. S. Sackett, treas.; John A. Johnson, secy.

ST. VINCENT—St. Vincent Union Industrial Association. October. Chas. Clow, pres., Humboldt; A. Gamble, treas.; W. G. Deacon, secy.

WINNEBAGO — Faribault County Agricultural and Joint Stock Association. July 2 to 4. J. P. Humes, pres.; H. D. Damen, treas.; G. D. Eygabread, secy.

WINONA—Winona Street Fair Association. E. S. Mead, pres.; A. C. Root, treas.; James Manly, secy.

MISSISSIPPI.

NATCHEZ—Natchez Fair Association. Oct. 17 to 22. R. I. Metcalfe, secy.

VICKSBURG—West Mississippi Agricultural. Mechanical and Live Stock Exposition. Oct. 24 to 29. Patrick Henry, pres.; J. A. Conway, treas.; Frank H. Andrews, secy.

MISSOURI.

BLOOMFIELD—Central Fair and Stock Association. Aug. 30 to Sept. 3. Thos. Connelly, pres.; J. B. Buck, treas.; D. Wilcox, secy.

BOONVILLE — Cooper County Agricultural and Mechanical Society. Aug. 16 to 19. John F. Rogers, pres.; G. H. Meyer, treas., Clarks Forks; W. A. Sombart, secy.

CAPE GIRARDEAU—Cape Girardeau Fair & Park Association. Oct. 11 to 15. G. C. Thilenius, pres.; E. H. Engelman, secy.

CARROLLTON—Carroll County Fair Association. Sept. 6 to 9. F. J. White, pres.; R. P. Queen, secy.

CARTHAGE—Market Fair. Sept. 27 to 30. J. P. Newell.

COLUMBIA—Aug. 2 to 5. N. D. Bobnett, secy.

HARRIS—Harris District Fair. Aug. 22 to 26. Dr. W. H. Watson, secy.

HARRISONVILLE—Sept. 6 to 9. T. W. Clements, secy.

HOLDEN—Johnson County Agricultural and Mechanical Fair Association. Aug. 20 to Sept. 2. Wm. Steele, pres.; Dr. T. H. Barrett, treas.; T. D. Kennedy, secy.

HUNTSVILLE—Huntsville Fair Association. Dr. W. P. Terrill, pres.; P. L. Vasse, treas.; J. J. Baker, secy.

KAHOKA—Clark County Agr. & M. Association. Aug. 30 to Sept. 2. Joseph Vandoldt, secy.

KENNETT—Oct. 19 to 22. Lee Shelton, secy.

LEE'S SUMMIT—Jackson Agricultural and Mechan. Society. Sept. 27 to 30. E. T. Browning, pres.; L. Lamkin, jr., secy.

LIBERTY—Inter-Township Fair Association of Clay County. Sept. 6 to 9. J. B. Garth, pres.; T. J. Woonall, treas.; C. E. Yancey, secy.

MAITLAND—Nodaway Valley Fair Association. Aug. 16 to 19. D. A. Gelvin, pres.; W. E. Everhart, treas.; Ed. L. Hart, secy.

MEMPHIS—Scotland County Fair Association. Sept. 6 to 9. A. N. Hicks, Wyaconda, pres.; S. M. Smith, treas.; N. M. Pettingill, secy.

MEXICO—July 26 and 27. J. A. Glandon, secy

MILAN—Sullivan County Fair. Aug. 31 to Sept. 3. Cary B. Long, secy.

MOBERLY—Aug. 9 to 12. May J. Tedford, secy.

NEVADA—Sept. 20 to 23. C. F. Strohm, secy.

PLATTE CITY—Platte County A., M. & S. Association. Aug. 30 to Sept. 3. D. A. Chestnut, pres.; A. R. Jack, treas.; Wm. Forman, secy.

POPLAR BLUFF—Butler County Agricultural and Mechanical Association. Oct. 11 to 15. W. S. Randall, pres.; T. F. Ray, treas.; A. Mast, secy.

RICH HILL—Rich Hill Fair Association. Sept. 13 to 16. Ed. Crabb, pres.; W. W. Ferguson, treas.; S. T. Broaddus, secy.

SARCOXIE — Tri-County Fair Association. Sept. 13 to 16. Wesley Ralston, Parshley, pres.; H. B. Boyd, treas.; R. L. Hottel, secy.

SPRINGFIELD—Springfield District Fair and Exposition Association. Sept. 12 to 16. H. T. Denton, secy.

ST. JOSEPH—St. Joseph Old-Fashioned Fair. Aug. 22 to 27. Palmer L. Clark, secy.

ST. LOUIS—State Fair. Oct. 3 to 8. Robt. Aull, pres.; W. M. Lockwood, treas.; Jos. A. Murphy, secy.

SPRINGFIELD—Oct. 4 to 7. H. F. Denton, secy.

MONTANA.

DILLON—Dillon Fair and Racing Association. Sept. 21 to 24. Chas. H. Padley, pres.; B. N. Stevenson, secy.; G. T. Paul, treas.

GREAT FALLS—Cascade County Farmers, Miners and Mechanics Fair Association. Oct. 11 to 14. C. F. Stark, pres.; Gold F. Curtis, treas.; C. C. Cochran, secy.

LEWISTOWN—Fergus County Agricultural Mineral and Stock Association. September. David Hitger, pres.; F. E. Wright, treas.; G. W. Cook, secy.

MISSOULA—Western Montana Fair.

NEBRASKA.

Bassett—Rock County Agricultural Society. A. M. Brinekerhoff, Cuba, pres.; J. D. Brayton, treas.; N. T. Phillips, secy.

BERTRAND—Phelps County Agricultural Society. Oct. 4 to 7. C. C. Gibbons, pres.; A. J. Sandstrom, treas.; F. P. McCormick, secy.

BLAIR—Washington County Agricultural Society. No fair this year. A. C. Jones, pres.; F. W. Kenny, jr., treas.; C. T. Farnham, secy.

BROKEN BOW—Custer County Agricultural Society. Sept. 13 to 16. L. H. Jewett, pres.; E. F. McClure, treas.; E. R. Purcell, secy.

CENTRAL CITY—Merrick County Agricultural Society. Sept. 14 to 16. M. Cuddington, secy.

CHADRON—Dawes County Agricultural Society. Sept. Chas. Mann, pres.; W. Wilson, treas.: B. F. Pitman, secy.

CLAY CENTRE—Clay County Agricultural Society. Sept. 20 to 24. B. W. Campbell, pres.; H. E. McDowell, treas.; L. F. Fryar, secy.

CULBERTSON—Hitchcock County Agricultural Society. Sept. 5 to 7. W. Z. Taylor, secy.

ELWOOD—Gosper County Fair Association. Sept. 21 to 24. W. T. Partenson, pres.; A. Dow, treas.; A. M. White, secy.

FRANKLIN—Franklin County Agricultural Society. Sept. 28 to 30. H. M. Warriner, pres.; Herman Platt, treas.; Asa Blackledge, secy.

GENEVA—Fillmore County Agricultural Society. Sept. 13 to 1 6. H. R. Deming, pres.; W. S. Huston, treas.; W. H. Stewart, secy.

HARTINGTON—County Fair. Sept. 14 to 16. Z. M. Baird, secy.

INDIANOLA—Red Willow County Agricultural Society. Sept. 13 to 16. S. R. Smith, pres.; L. L. Miller, treas.; W. A. M. Cool, secy.

LINCOLN—Lancaster County Fair. Sept. 27 to 30. O. W. Webster, pres.; S. R. Hall, Prairie Home, treas.; H. C. Young, secy.

OMAHA—No Fair in 1898. Milton Doolittle, pres., North Platte; Edmund McIntyre, treas., Seward; Robt. W. Furnas, secy., Brownville.

PAWNEE—Pawnee County Fair Association. Sept. 13 to 16. C. A. Schappel, secy.

PLATTSMOUTH—County Fair. Sept. 27 to 29. C. D. Cummins, secy.

SYRACUSE—Fair. Sept. 20 to 22. F. E. Brown, secy.

TECUMSEH—Johnson County Agricultural and Mechanical Association. Sept. 27 to 30. Theo. Smith, pres.; A. O. Shaw, treas.; A. W. Buffum, secy.

WILBER—Sahire County Agricultural Society. Sept. 13 to 16. Geo. H. Ross, pres.; S. L. Davis, secy.

YORK—York County Agricultural Society. Sept. 5 to 8. W. H. Reader, pres.; W. A. Dean, treas.; Geo. S. Cook, secy.

NEVADA.

CARSON CITY—Ormsby County Agricultural Association, District No. 1, State of Nevada. Sept. 26 to 30. A. Livingston, pres.; Bullion Exchange Bank, treas.; Wm. Henry Doane, secy.

NEW HAMPSHIRE.

BRISTOL—Bristol Agricultural Association. Aug. 30 to Sept. 1. E. C. Merrill, South Alexandria, pres.; C. E. Davis, treas.; Z. E. Tilton, secy.

CANAAN—Mascoma Valley Agricultural Association. Not decided. Alvin Davis, pres.; H. A. Gilman, treas.; E. M. Allen, secy.

BRADFORD—Bradford and Newburg Association. Sept. 27 to 29. Jonathan Rowe, pres., Newburg; J. Albert Tenslee, treas.; T. O. Melvin, secy.

KEENE—Cheshire County Grange Fair Association. Sept. 6 to 8. W. C. Ellis, pres.; D. M. Spaulding, treas.; F. K. Jewett, secy.

LACONIA—Belknap Agricultural Park. J. P. Clay, Son & Co., lessees.

PITTSFIELD—Catamount Fair Association. Sept. 20 to 22. F. S. Jenkins, secy.

PLYMOUTH—Plymouth Fair Association.

RAYMOND—W. Rockingham Pomona Grange Fair. Sept. 14 and 15. E. Dana Sanborn, of Fremont, gen'l. supt.

ROCHESTER—Rochester Fair Association. Sept. 13 to 16. Hon. I. W. Springfield, South Walford, pres.; A. W. Hayes, treas.; A. S. Parshley, secy.

TILTON—New Hampshire Grange Fair Association. Sept. 6 to 8.

WARNER—Merrimac County Grange Fair. Sept. 21 and 22.

NEW JERSEY.

MOUNT HOLLY—Burlington County Agricultural Society. David C. Wells, Columbus, secy.

SOMERVILLE—Somerset County Fair. Sept. 13 to 15. Wm. V. Steele, pres.; C. L. Voorhels, treas.; A. P. Sutphin, secy.

TRENTON — Inter-State Fair Association. Sept. 26 to 30. John Taylor, pres.; A. R. Kuser, treas.; John G. Muirheld, secy.

WAVERLY—New Jersey State Agricultural Society. Sept. 5 to 9. W. L. Tompkins, pres.; P. T. Quinn, secy.

NEW MEXICO.

RATON—Northern New Mexico Fair Association. C. M. Bayne, pres.; C. F. Remsburg, treas.; D. G. Dwyer, secy.

SANTA FE—Horticultural Society of New Mexico. Sept. 7 to 9. L. Bradford Prince, pres.; Solomon Spiegelberg, treas.; Jose D. Sena, secy.

NEW YORK.

AFTON—Afton Driving Park and Agricultural Association. Sept. 20 to 23.

ALBANY—Albany County Fair Association.

ALBION—Orleans County Agricultural Society. Sept. 22 to 24. E. A. Rowley, pres.; A. W. Barnett, treas.; L. H. Beach, secy.

ALTAMONT — Albany County Agricultural Society and Exposition. Sept. 12 to 15. R. J. McCauley, Albany, pres.; C. M. Frederick treas.; Leslie Allen, secy.

AMENIA—Eastern Duchess Agricultural Park Association. Chas. E. Smith, secy.

AMSTERDAM—Amsterdam Fair and Driving Asociation. John Bartholomew, secy.

ANGELICA—Allegheny County Agricultural Society. Sept. 13 to 15. E. S. Bartlett, pres.; F. H. Jackson, treas.; H. E. Dudley, secy.

ANTWERP—Antwerp Union Agricultural Society. Jas. W. Johnson, secy.

AUBURN—Cayuga County Agricultural Society. June 7 to 9. C. F. Barber, secy.

BALLASTON SPA.—Saratoga County Agricultural Society. Aug. 22 to 26. Henry C. Dater, pres.; Walter I. Cavert, treas., Charleston; Frank L. Smith, secy., Birchton.

BATAVIA—Genesee County Agricultural Society. Sept. 19 to 22. T. T. Miller, pres., Byron; C. D. Harris, treas., Elba; Albert E. Brown, secy.

BATH—Sept. 27 to 30. Barnet L. Retan, Bradford. pres.; E. Clarence Bennett, treas.; Chas. A. Shults, secy.

BINGHAMTON—Industrial Exposition. Sept. 6 to 9. J. E. Rogers, pres.; U. S. Stevens, treas.; Henry S. Martin, secy.

BROCKPORT—Brockport Union Agricultural Society. Sept. 28 to Oct. 1. Elias Garrison, pres.; Robt. C. Hull, treas.; Geo. B. Harmon, secy.

BROOKFIELD—49th Annual Brookfield Fair. Sept. 19 to 22. H. L. Scooner, pres.; B. G. Stillman, Jr., treas.; N. A. Crumb, secy.

BOONVILLE — Boonville Fair Association. Sept. 6 to 9. Frank W. Smith, pres.; E. G. Palmer, treas.; W. H. McClusky, secy.

CAMBRIDGE—Cambridge Valley Agricultural Association. Aug. 30 to Sept. 2. Jerome B. Rice, pres.; Henry A. Qua, treas.; John L. Pratts, jr., secy.

CANANDAIGUA—Ontario County Agricultural Society. Sept. 20 to 22. R. M. Lee, pres.: Jas. S. Hickox, treas.; Homer J. Reed secy.

CANTON—St. Lawrence County Agricultural Society. Sept. 13 to 16.

CAPE VINCENT—Cape Vincent Agricultural Association. Sept. 13 to 16.

CARMEL—Putnam County Agricultural Society. Aug. 30 to Sept. 2. George R. Cole, secy.

CAPE VINCENT—Cape Vincent Agricultural Society.

CHATHAM—Columbus County Agricultural Society. Sept. 6 to 9. J. P. Mickle, pres., H. J. Barringer, treas.; W. A. Dardess,secy.

COBLESKILL—Cobleskill Agricultural Society. Sept. 19 to 22. O. F. Nelson, pres.; M. D. Borst, treas.: S. C. Shaver, secy.

CANTON—St. Lawrence County Agricultural Society.

CAIRO—Green County Agricultural Society.

COHOCTON—Cohocton Agricultural Society. Sept. 12 to 14. W. W. Babcock, manager; W. B. Lahy, secy.

COOPERSTOWN—Otsego County Agricultural Society. Sept. 19 to 21.

CORTLAND—Cortland County Agricultural Society. Aug. 23 to 26. E. E. Mellon, secy.

DELHI—Delaware County Agricultural Society. Sept. 6 to 8. W. H. Fisher, pres.; W. D. Smith, treas.; R. P. McIntosh, secy.

DORMANSVILLE—Westerlo & Coeyman's Fair Association. Sept. 5 to 10. D. W. Stanton, pres.; S. Westerlo; W. S. Cole, treas., Indian Fields; L. Thomas, secy.

DUNDEE—Dundee Fair Association.

DRYDEN—Dryden Agricultural Society. Sept. 20 to 22. S. G. Lupton, pres.; D. J. Wheeler, treas.; J. B. Wilson, secy.

DUNDEE—Dundee Fair Association. Oct. 4 to 6. Andrew Harpending. pres.; O. J. Watson, treas.: O. J. Bigelow, secy.

ELLENVILLE—Ellenville Driving Park.

ELMYRA—Chemung County Agricultural Society. Sept. 5 to 9. Frank J. Cassada, pres.; Geo. McCann, secy.

FONDA—Montgomery County Agricultural Society. Aug. 29 to Sept. 1. Hon. Z. D. Westbrook, Amsterdam, pres.; Wm. Miles, Fultonville, treas.; J. B. Martin, secy.

FRANKLINVILLE—Franklinville Agricultural and Driving Park Association. Sept. 6 to 9. W. A. Day, pres.; L. S. Ely, treas.; E. E. McNall, secy.

GENESEO—Livingston County Fair.

GLOVERSVILLE — Gloversville Fair and Driving Association. Louis Levi, secy.

GOUVENEUR—Gouveneur Agricultural and Mechanical Association. Aug. 30 to Sept. 2. J. H. Abbott, pres.; F. J. Whitney, treas.; F. H. Smith, secy.

GREENE — Riverside Agricultural Society. Sept. 13 to 16. Curtis Winston, pres.; J. E. Julian, treas.: J. E. Bartoo, secy.

HAMBURGH—Erie County Agricultural Association. Sept. 13 to 17. E. E. Hepp, pres., Armour, N.Y.; J. A. Kloepher, treas., Hamburg; G. P. Dick. secy., Lawtons.

HEMLOCK—Hemlock Lake Union Agricultural Society. Oct. 4 and 5. R. R. Short, secy.

HERKIMER—Herkimer County Agricultural, Horticultural and Mechanical Arts. Sept. 6 to 8. J. W. Humphrey. Mohawk, pres.; G. A. Rasbach. treas.: I. P. Rasbach, secy.

HOBART—Hobart Agricultural Horse and Cattle Association. August. J. B. Baldwin, pres.; DeWitt Sharpe, treas., Bloomvile; D. C. Sharpe. secy., S. Kartright.

HORNELLSVILLE — Hornellsville Farmers' Club. Aug. 22 to 26.

HORNELLSVILLE—Hornellsville Racing Association.

HUDSON—Columbia Agricultural and Horticultural Association. Aug. 31 to Sept. 2. Delbert Dinehart, West Copake, pres.; Fred. S. Hallenbeck, treas.; W. H. Browning, secy.

HUNTINGTON—Huntington Fair. Jesse L. Smith, secy.

ITHACA—Tompkins County Agricultural and Horticultural Society. Sept. 6 to 9. C. S. Seamon, pres.; E. D. Shurter, treas.; A. G. Genung, secy.

JOHNSTOWN—Fulton County Agricultural Society. Sept. 5 to 8. Wm. T. Briggs, pres. David A. Hays, treas.; Eugene Moore, secy.

LANCASTER—Union Agricultural Fair Association. Geo. Sutton, Buffalo, secy.

LITTLE VALLEY—Cattaraugus County Agricultural Society. Aug. 30 to Sept. 2. J. H. Wilson, secy.

LOCKPORT—Niagara County Agricultural Society. Not decided. G. H. Bradley, pres., Lake Road; J. S. Woodward, treas.; Chas. A. Warren, secy.

LOWVILLE—Louis County Agricultural Society. Sept. 13 to 16. A. M. Seymour, pres., Copenhagen; Ira Sharp, treas.; W. S. Windecker, secy.

LYONS—Wayne County Agricultural Society. Sept. 15 to 17. Wm. Weeks, pres.; E. D. Leonard, treas.; N. D. Lapham, secy.

MALONE—Franklin County Agricultural Society Sept. 27 to 30. E. W. Lawrence, pres ; Thos. Adams, treas.;; W. J. Mallen, secy.

MARGARETVILLE—Catskill Mt. Agricultural Society. Aug. 23 to 26. Will Murgle, jr., secy.

MIDDLETOWN—Orange County Agricultural Society. Sept. 13 to 16. Hon. August Denniston, pres., Newbourg; Cornelius Macardell, treas.; David A. Morrison, secy., Newbourg.

MINEOLA—Queens County Agricultural Society. June 15 and 16, Sept. 20 to 24. J. W. Ahles, Bayride, pres.; Thos. H. Bacon, Jericho, treas.; Lott Van de Water, jr., secy.

MORRIS—Butternut Valley Agricultural and Horticultural Association. Sept. 27 to 29. C. A. Brown, pres.; D. I. Lawrence, treas.; D. C. Winton, secy.

NAPLES—Sept. 27 to 29. T. V. Granby, secy.

NASSUA—Rensselaer Agricultural and Liberal rts Society. Sept. 20 to 23. Gardner P. Marcy, pres.; Chas. E. Huested, treas.; Delmer Lynd, secy.

NEWARK VALLEY—Northern Tioga Agricultural Society. Aug. 31 to Sept. 1. Stephen L. Ball, Berkshire, pres.; E. F. Belden, Richford, treas.; G.E. Purple, secy.

NEW CITY—Rockland County Industrial Association. Sept. 6 to 9. J. E. Vanderbilt, pres.; M. S. Cropsey, treas.; J. E. Barber, secy

NEW YORK CITY—Driving Club of N. Y.

NORWICH—Chenango County Agricultural Society. Aug. 30 to Sept. 2.

ONEONTA—Oneonta Fair. Sept. 12 to 15. Hon. W. L. Brown, pres.; H. M. Bard, treas.; S. L. Huntington, secy.

ORANGEBURGH—Mountain View Driving Park.

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OSWEGO FALLS—Oswego County Agricultural Society. Sept. 13 to 16. H. H. Merriam, pres.; Jay C. Harrington, Fulton, treas.: Fred. G. Spencer, Fulton, secy.

OSWEGO—Tioga County Agricultural Society. Sept 13 to 15. Geo. M. Griswold, pres.: J. M. Hastings, treas.; L. W. Kingman, secy.

PALATINE BRIDGE—West End Agricultural Association. E. B. Burnap, Canajohrie, secy.

PALMYRA—Palmyra Union Agricultural Society. Sept. 23 and 24.

PENN YAN—Yates County Agricultural Society. Sept. 20 to 23. Ira R. Brundage, pres. W. W. Remer, treas.; A. F. Angell, Italy Hill, secy.

PERRY—Silver Lake Agricultural and Mechanical Association. Sept. 28 and 29. W. L. Chapin, pres.; J. H. Watson, treas.; W. W. Grieve, secy.

PLATTSBURGH—Clinton County Agricultural Society. Sept. 13 to 16

POTTSDAM—Racket Valley and St. Regis Valley Agricultural and Horticultural Society. Sept. 20 to 22. W. E. Clark, pres.; E. A. Everett, treas.; D. B. Barnett, secy.

POTTERSVILLE—Glen Dale Agricultural Society. Sept. 27 to 30. Chas. H. Faxon, pres., Chesterton; F. A. Griswold, treas.; Jas. A. Skiff, secy.

POUGHKEEPSIE—Duchess County Agricultural Society. Sept. 6 to 9. Reg. W. Rives, pres., New Hamburg; Aug. B. Gray, treas.; Ferdinand R. Bain, secy.

PRATTSVILLE—Prattsville Agricultural and Horticultural Association.

RED HOOK—Red Hook Agricultural Club. Sept. 14 to 16. Daniel W. Wilbur, pres.; Luther L. Stillman, treas.; John W. Bain, secy.

RICHFIELD SPRINGS—Richfield Springs Agricultural Association. Sept. 26 to 28.

RIVERHEAD—Suffolk County Agricultural Society. Sept. 27 to 29. Hon. J. S. Havens, Patchogue, pres.; Geo. W. Cooper, treas.; Sylvester M. Foster, secy.

ROME—Oneida County Agricultural Society. Sept. 12 to 16. C. A. Pratt, Verona, pres.; W. D. Reese, treas.; J. B. Ceeshman, Verona, secy

SANDY HILL—Washington County Agricultural Society.

SANDY CREEK—Sandy Creek Fair. Aug. 23 to 25. H. Louis Wallace, secy.

SCHENEVUS—Schenevus Valley Agricultural Society. Sept. 15 to 17. G. E. Guy, pres., Schenevus; E. J. Goddard, treas., Schenevus; E. E. Brownell, secy., Schenevus.

SCHOHARIE—Schoharie County Agricultural Society. Sept. 26 to 30.

SIDNEY—Sidney Fair Association. Sept. 13 to 15.

Stamford—Stamford Agricultural Society. Aug. 30 to Sept. 2. H. P. Hubbell, pres.; H. C. Lawrence, treas.; E. W. Landon, secy

SYRACUSE—Onondaga County Fair. Aug. 22 to 27. J. Wiltsie Knapp, M. D., 1902 W. Fayetts st. pres.; N. H. Chapman, secy., Chamber of Commerce.

SYRACUSE—State Fair. Aug. 29 to Sept. 4. Gen. Benj. F. Tracy, of Brooklyn, pres.; W. Judson Smith, treas., Syracuse; Jas. B. Docharty, secy., Albany.

TROUPSBURG—Southern Troupsburg Agricultural Society. Sept. 6 to 9. Henry Simpson, pres.; W. N. Griggs, treas.; James B. Potter, secy., S. Troupsburg.

TRUMANSBURG — Union Agricultural and Horticultural Society. Sept. 13 to 15. J. T. Howe, pres.; H. H. Mosher, treas.; Myron Boardman, secy.

VERNON—Vernon Agricultural Association. Sept. 28 and 29.

WALTON—Delaware Valley Agricultural Association. Aug. 30 to Sept. 2.

WARSAW—Wyoming County Fair. Sept. 13 to 15 E. T. Montgomery, pres.; John Underhill, treas.; Merritt B. Hale, secy.

WASHINGTON HOLLOW—Central Duchess Agricultural Asociation. A. S. Coffin, Oak Summit, secy.

WATERLOO—Seneca County Agricultural Society. Sept. 27 to 29. Daniel Yost, pres.; Leonard Story,treas.; Edward Nugent, secy.

WATERTOWN—Jefferson County Agricultural Society. Sept. 6 to 9. Frank M. Parker, pres.; C. E. Hadcock, treas.; W. R. Sheels, secy.

WATERVILLE — Sangerfield Driving Park and Agricultural Association. R. Wilson Roberts, secy.

WATKINS — Schuyler County Agricultural Society. Sept. 27 to 30. Jas. B. Frost, Montour Falls, pres.; F. W. Fiero, treas.; B. L. Piper, secy.

WELLSVILLE—Wellsville Fair Association. J. B. Jones secy.

WELLSVILLE—Wellsville Fair. Aug. 15 to 19. D. C. Ackerman, pres.; John McEwen, treas.; Chas. T. Earley, secy.

WEST PHOENIX—Phoenix Union Agricultural Society. Sep. 20 to 22. John Obrien, Phoenix, pres.; N. A. Hughes, Phoenix, treas.; Jas. A. Pendergast, Phoenix, secy.

WHITE PLAINS—Society of Agriculture and Horticulture of Westchester County. Sept. 26 to Oct. 1. Jas. Hopkins, pres., Armonk; Joseph B. Lee, treas.; Edwin B. Long, secy.

WESTPORT—Essex County Agricultural Society. Sept. 19 to 22. W. A. Tucker, pres., Boquet; A. J. Daniels, treas.; C. E. Stevens, secy.

WHITNEY'S POINT—Broome County Agricultural Society. Harry J. Wattles, pres.; P. H. Landers, treas.; F. E. Allen, secy.

NORTH CAROLINA.

BURLINGTON—Almanance Fair Association. Sept. 20 to 22. S. H. Watt. secy.

ELIZABETH CITY—Albemarle Park Fair. Dr. H T. Aydlett, secy.

RALEIGH—North Carolina Agricultural State Fair. Oct. 24 to 29. John L. Cunningham, pres., Cunningham; John Nichols, treas.; John Nichols, secy.

WINSTON—Piedmont Tobacco Fair Association. November. A. B. Gorsell, pres.; T. L. Vayhes, treas.; G. E. Webb, secy.

LUMBERTON—Robeson County Fair. Oct. 24 to 26. Geo. B. McLeod, pres.; Frank Gough, secy.

FAYETTEVILLE—Cumberland County Agricultural Society. November. Walter Watson, pres.; G. W. Lawrence, treas.; G. W. Lawrence, secy.

NEWBERN—Annual Exhibition of East Carolina Fish, Oyster, Game and Industrial Association. Feb. 28 to Mar. 5. Wm. Dunn, pres.; Geo. Green, secy.

NORTH DAKOTA.

MANDAN—Morton County Fair Association. Sept. 27 to 30. Geo. W. Harmon, pres.; D. R. Taylor, treas.; C. L. Timmerman, secy.

OHIO.

ADA—Ada Tri-County Fair. Oct. 4-7. John P. Connor, pres.; M. E. Cunningham,treas.; Agnew Welsh, secy.

AKRON—Summit County Agricultural Society. Oct. 4-7. M. L. Sprankle, pres.; G. W. Brewster, treas.; Albert Hale, secy.

ASHLAND—Ashland Fair Co. Aug. 30 to Sept. 2. R. J. Simonton, pres.; J. Cahm, treas.; A. W. Fritzinger, secy.

ATHENS—Athens County Agricultural Association. Aug. 23-25. N. W. Baker, Chauncey, pres.; Winfield Scott, treas.; C. S. McDougall, secy.

BELLEFONTAINE—Logan County Agricultural Association. Oct. 4-7. David Fuson, Logansville, pres.; C. L. Rogers, Degraff, treas.; E. Pat Chamberlain, secy.

BELLEVUE—Bellevue Fair Co. Gus Dangeleisen secy.

BEREA—West Cuyahoga County Agricultural Society. Sept. 20-23. L. M. Coe, pres.; W. J. Poots, Strongville, treas.; C. H. Busby, secy.

BOSTON—Clermont County Agricultural Society (Owensville P. O.) Aug. 22 to 26. John P. Friend, pres., Perintown; J. O. Rapp, treas., Owensville; John Rowan, secy., Blowville.

BOWLING GREEN—Wood County Agricultural Society. Sept. 26 to Oct. 1. Moses A. Mathing, Custer, pres.; E. B. Bowerstock, treas.; W. S. Haskell, Bowling Green, secy.

BUCYRUS—Crawford County Agricultural Society. Sept. 20-23. J. A. McMichael, pres.; Michael Auck, treas.; B. Beal, secy.

BURTON—Geauga County Agricultural Society. Sept. 6-9. E. L. Strong, Huntsburgh, pres.; H. C. Tuttle, treas.; P. W. Parmelee, secy.

CADIZ—Harrison County Agricultural Society. Oct. 5-7. C. R. Tipton, pres.; S. R. Hamilton, treas.; J. G. Millikin, secy.

CALDWELL—Caldwell Fair. Sept. 21-23. David Miller, pres.; John Emmons, treas.; I. B. Phillips, secy.

CANAL DOVER—Tuscarawas County Agricultural Society. Sept. 20-23. J. L. Kennedy, New Philadelphia, pres.; V. Wentz, treas.; H. W. Streb, secy.

CANFIELD—Mahoning County Agricultural Society. Sept. 27-29. N. Newton, Boardman, pres.; S. A. Fogg, treas.; B. Manchester, Hickory, secy.

CANTON—Stark County Agricultural Cociety. Sept. 27-30. C.M.Welty, No. Industry, pres.; H. A. Wise, treas.; J. H. Lehman, secy.

CARROLLTON—Carroll County Fair. Sept. 28-30. Wm. S. Smeltz, Jr., pres.; Thos. J. Saltsman, treas.; C. A. Tope, secy.

CARTHAGE—Hamilton County Agricultural Society. Aug. 16 to 19. E. E. Ellis, Crestone, pres.; E. H. Huffman, Sharonville, treas.; D. L. Sampson, 340 Main st., Cincinnati, O., secy.

CELINA—Mercer County Agricultural Society. Aug. 16 to 19. S. H. Weaver, pres., Early, O.; J. M. Winter, treas.; C. W. Hulfhire, secy., Mercer, O.

CHAGRIN FALLS—Cuyahoga County Agricultural Society. Sept. 13-16. L. R. Dunham, Bedford, pres.; W. E. Rodgers, treas.; Geo B. Huggett, secy.

CHILLICOTHE—Scioto Valley Fair. Aug. 9 to 12. Clark W. Story, pres.; Theodore Spetnagel, treas.: Wm. L. Tullys, secy.

CIRCLEVILLE—Zwicker Park Driving Club. July 19 to 21. W. H. Albaugh, pres.; M. C. Miller, treas.; A. J. Grigsby, secy.

COLUMBUS—State Fair. Aug. 29 to Sept. 3. B Cordwell, Batavia, pres.; J. C. Bower, treas.; W. W. Miller, secy.

COSHOCTON—Coshocton Agricultural Association. Oct. 11 to 14. Ed. M. Hanlon, pres.; Corwin McCoy, treas.; Robt. Boyd, secy.

CROTON—Hartford Central Agricultural Society. Sept. 6 to 9. Wm. Moore, pres., Homer; J.Coleman, treas.; L.S. Clark, secy.

EATON—Preble County Fair. Sept. 26 to 30. I. C. Anderson, Camden, pres.; C.F. Brook, Jr., treas.; Henry H. Farr, secy.

ELYRIA—Lorain County Agricultural Society. Sept. 13 to 16. J.L. Reed, N. Ridgeville, pres.; J. E. Willard, treas.; W. B. Johnston, secy.

FINDLAY—Hancock County Agricultural Society. Oct. 12 to 15. W. A. Williamson, Mt. Cory, pres.; Geo. P. Jones, treas.; M. C. Green, Mt. Blanchard, secy.

FOSTORIA — Northwestern Ohio Fair Co. Sept. 13 to 16. N. Saltsman, pres.; N. Burtscher, treas.; E. A. Schubert, secy.

FREMONT—Sandusky County Fair. Oct. 4 to 7. W. J. Smith, pres.; Wm. Gabel, treas.; J. C Overmeyer, secy.

GALLIPOLIS—Gallipolis Fair. Sept. 13 to 16. Chas. D. Bailey, pres.; Geo. B. Little, treas.; P. T. Wall, secy.

GEORGETOWN—Brown County Fair. Oct. 4 to 7. V. K. Thompson, pres.; Ben B.Whiteman, treas.; J. W. Hedrick, Russellville, secy.

GREENVILLE—Darke County Agricultural Society. Aug. 22 to 26. Jacob M. DeLisle, pres., Edward Ammon, Gordon, treas.; T. C. Maher, secy.

GROVE CITY—Grove City Fair. Aug. 23 to 26 Jos. M. Briggs, pres.; E. A. White, treas.; G. B. Darnell, secy.

HAMILTON—Butler County Fair. Oct. 3 to 7 J. A. Slade, pres.; L. M. Larsh, treas.;

HICKSVILLE—Hicksville Fair Co. Sept. 13 to 16. J. E. Coburn, secy.

HILLSBORA—Highland County Fair Co.

JEFFERSON—Ashtabula County Agricultural Society. Sept. 20 to 23. H. H. Poole, Conneaut, pres.; C. L. Taylor, treas.; C. C. Babcock, secy.

KENTON—Hardin County Agricultural Society. Sept. 13 to 16. W. I. Huffard, Ada, pres.; Horton Park, treas.; J. H. Rummell, secy.

KINSMAN—Kinsman Stock and Agricultural Society. Aug. 24 to 26. H. J. Wald, pres.; E. H. Bidwell, treas.; H. J. Fobes, secy.

LANCASTER—Fairfield County Agricultural Society. Oct. 12 to 15. Daniel Arumley, pres.; C. B. Whiley, treas.; W. T. McClenoghan, secy.

LEBANON—Warren County Fair Association. Sept. 20 to 23. Huse Bone, pres.; F. M. Cunningham, treas.; Geo. W. Carey, secy.

LIMA—Allen County Fair. Sept. 20 to 23. Abraham Harrod, pres.; E. W. Enslen, Elida, treas.; T. B. Bowersock, secy.

LISBON—Clark County Fair. Aug. 23 to 26. T. L. Calvert, Selma, pres.; J. C. Agle, Plattsburgh, treas.; Wm. Jenkins, Seth, secy.

LONDON—Madison County Agricultural Association. Sept.6 to 9. Chas. A. Wilson, Summerford, pres.; M. L. Rea, treas.; E. Pancake, secy.

MANSFIELD—Mansfield Trotting Association.

MARIETTA—Washington County Fair. Sept. 13 to 16. Ed. Flanders, pres.; J. H. McConnell, treas.; Henry G. Bohl, secy.

MARION—Marion County Fair. Sept. 27 to 30. W F Hurr, Martel, pres.; D. M. Odafer, treas.; J. E. Waddell, secy.

MARYSVILLE—Union County Agricultural Society. Oct. 4 to 7. Dr. T. B. Shields, pres., Watkins; C. S. Chapman, treas.; E. W. Porter, secy.

McCONNELLSVILLE—Morgan County Agricultural Society. Sept. 6 to 8. John G. Walker, pres.; J. W. McElhinny, treas.; M. E Danford, secy.

MEDINA—Medina County Agricultural Society. Sept. 6 to 8. E. S. Bissell, pres., Le Roy; Blake Hendrickson, treas.; Hiram Goodwin, secy.

MILLERSBURG—Holmes County Agricultural Society. J. N. Johnson, Paint Valley, pres.; W. G. Rudy, treas.; G. F. Gilbert, secy.

MONTPELIER—Montpelier Fair. Sept. 6 to 9. J. C. Halloway, pres.; A. P. Rothenberger, treas.; C. C. Lattannar, secy.

MT. GILEAD—Morrow County Agricultural Society. Oct. 4 to 7. C. D. Russell, pres.; J. G. Russell, treas.; O. J. Miller, secy.

NAPOLEON—Uapoleon Fair Co. Aug. 30 to Sept. 2. J. W. Hanna, pres.; R. B. Heller, treas.; J L. Halter, secy.

NEWARK—Licking County Fair Association. Aug. 23 to 26. B. N. Sigler, Homer, pres.; A. J. Crilly, treas.; Ad. C. Seymour, secy.

NEW BREMEN—New Bremen Tri-County Fair. Aug. 30 to Sept. 2. H. Hellbusch, pres.; Wm. Nieter, treas.; F. Wiemeyer, secy.

NEW COMERSTOWN—C. O. D. Fair. Oct. 5 to 7. R. L. Shoemaker, secy.

NEW LEXINGTON — Perry County Fair. Sept. 13 to 16. T. J. Tracy, pres.; Patrick Coyle, treas.; Chas. C. Chappelear, secy.

NEW LONDON—New London Fair. June 9 and 10. C. C. Post, pres.; E. G. Day, treas.; O. G. Carter, secy.

ORRVILLE—Central Fair Co. Sept. 13 to 16. R. F. Christy, pres.; E. P. Williams, treas.; Proctor E. Seas, secy.

OTTAWA—Ottawa County Fair. Oct. 4 to 8. A. L. Paul, pres.; C. H. Rice, treas.; A. P. Sandles, secy.

PAULDING—Paulding County Fair. Sept. 6 to 9 J. L. Slager, pres.; W. B. Jackson, treas.: F. M. Bashore, secy.

POMEROY—Pomeroy Fair. Sept. 7 to 9.

PORT CLINTON—Ottawa County Fair. Sept. 7 to 9. John Orth, pres.; Fred. Camper, Gypsum, treas.; T. S. Johnson, Gypsum, secy.

PROCTORVILLE — Lawrence County Fair. Sept. 7 to 9. J. P. Eaton, LaBelle, pres.; C. T. Reynolds, treas.; W.W. Beckard, secy.

RAVENNA—Portage County Agricultural Society. Sept. 20 to 23. C. R. Doolittle, Streetsboro pres.; C. H. Lambert, treas.; Lafayette Smith, secy.

RICHWOOD—Tri-County Fair. Oct. 11 to 14. J. H. Bechtol, pres.; Robt. Smith, treas.; J. E. Robinson, secy.

RIPLEY—Ripley, Ohio, Fair Co. Aug. 30 to Sept. 2. G. F. Young, pres.; E. T. Kirker, treas.; L. Huilliams, secy.

ROCK SPRINGS—Meigs County Agricultural Association. Sept. 7 to 9. P. B. Stanberry, Pomeroy, pres.; J. McQuigg, Pomeroy, treas.; H. C. Fish, Pomeroy, secy.

SALEM—Salem Fair and Exposition Co.

SANDUSKY—Erie County Agricultural Society. Sept. 27 to 30. Chas. W. Taylor, pres.; F P. Zollinger, treas.; John T. Mack secy

SARAHSVILLE—Noble County Fair. Sept. 28 to 30. W. S. Spriggs, pres.; C. L. Hellyer, treas.; Arthur McWilliams, secy.

SIDNEY—Shelby County Agricultural Society. Sept. 20 to 23. E. W. Stowell, pres.; W. E. Lieman, treas.; J. E. Russell, secy.

SMITHFIELD—Jefferson County Agricultural Society. Sept. 28 to 30. I. S. Vale, pres.; Chas. McKirney, treas.; J. O. Hayne, secy.

SMYRNA—Stillwater Union Industrial Association. Sept. 13 to 15. D. R. Bethel, pres.; G. W. Young, treas.; S. C. Kelly, Freeport, secy.

SPRINGFIELD—Clark County Agricultural Society, Aug. 23 to 26. T. L. Calvert, pres., Selma; G. A. Agle, treas., Plattsburg; Wm. Jenkins, secy., Seth.

ST. CLAIRSVILLE—Belmont County Fair. Aug. 30 to Sept. 1. A. C. Darrah, pres.; E. G. Amos. treas.; T. C. Ayers, secy.

TOLEDO—Tri-State Fair. Aug. 22 to 27. W. B. Geroe, pres.; C. R. Brand, treas.; T. B. Tucker, secy.

TROY—Miami County Fair. Sept. 26 to 30. T. S. Scott. pres.; D. M. Cappock, Pleasant Hill, treas.; W. I. Tenney, secy.

UPPER SANDUSKY—Wyandot Agricultural Society. Oct. 4 to 7. E. R. Larcomb, pres.; Henry Kear, treas.; Oscar Billhardt, secy.

URBANA—Champaign County Fair. Aug. 16 to 19. C. H. Ganson, pres.; H. P. Wilson, treas.; J. W. Crowl, secy.

UHRICHVILLE—Uhrichville and Dennison Fair. Aug. 30 to Sept. 2. C. V. McClusky, pres.; E. J. Ronig, secy.

VAN WERT—Van Wert County Fair. Sept. 13 to 16. J. S. Stuckey, pres.; E. B. Gilliland, treas.; O. D. Swartout, secy.

WAPAKONETA—Auglaize County Agricultural Society. Sept. 6 to 9. J. T. Van Horn, New Hampshire, pres.; Frank Rigdon, treas.; A. E. Schaeffer, secy.

WARREN — Trumbull County Agricultural Society. Sept. 13 to 15. S. F. Bartlett, pres.; O. D. Morgan, treas.; Jas. L. Kennedy. secy.

WASHINGTON—Guernsey County Agricultural Society. Sept. 27 to 30. A. J. Clark, Cambridge, pres.; R. S. Frame, treas.; J. W. Moore, secy

WASHINGTON C. H.—Lafayette County Fair Co. Aug. 16 to 20. Nye Gregg, pres.; O. S. Mallow, treas.; N. B. Hall, secy.

WAUSEON—Fulton County Agricultural Society. Sept. 27 to 30. L. G. Ely, pres., Fayette; W. A. Blake, treas.; Thos. Wikesell, secy.

WELLINGTON—Wellington Union Agricultural Society. Aug. 17 to 19. H. C. Harris, secy.

WESTERVILLE—Central Ohio Tri-County. Aug. 16 to 19. B. Limeabary, pres.; L. A. Seeley, treas., Columbus; G. W. Meeker, secy.

WEST UNION—Adams County Agricultural Society. Sept. 13 to 16. W. K. Coleman, pres.; Henry Scott, treas.; T. W. Ellison, secy.

WOODSFIELD—Monroe County Fair. Aug. 30 to Sept. 2. W. C. Mooney, pres. and treas.; Geo. P. Dorr, secy.

WOOSTER—Wayne County Agricultural Society Sept. 27 to 30. E. G. Ebright, pres., W. A. Wilson, treas.; I. N. Kinney, secy.

XENIA—Greene County Agricultural Society. Aug. 9 to 12. John B. Lucas, pres.; T. L. Magruder, treas.; R. R. Grieve, secy.

YOUNGSTOWN—Youngstown Fair Co.

ZANESVILLE—Muskingum County Agricultural Society. Sept. 6 to 9. S. A. Baldwin, pres.; J. E. Lanner, treas.; J. D. Mercer, secy.

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OKLAHOMA.

GUTHRIE—The Oklahoma State Fair Association. Oct. 3 to 8. W. H. Cayle, pres.; W. H. Gray, treas.; F. H. Greer, secy.

OREGON.

BAKER CITY—Na fair this season. Geo. Ebell, secy.

PORTLAND—Portland Fair. Col. O. Somers, pres.; J. P. Marshall, treas.; W. B. Struble, secy.

SALEM—State Fair. Sept. 22 to 30. D. H. Looney, pres.; A. Bush, treas.; G. D. Gubrielson, secy.

PENNSYLVANIA.

ALLENTOWN—Allentown Fair. Sept. 19 to 23. Jeremiah Roth, pres.; W. K. Mohr, secy.

APOLLO—Armstrong and Westmoreland Agricultural Association. L. T. Owens, secy.

BEAVER—Beaver County Agricultural Society. Sept. 20 to 23. L. S. Anderson, secy.

BETHLEHEM—Bethlehem Fair Association. Sept. 13 to 16. J. Walter Lovatt, pres.; Geo. H. Young, treas.; H. A. Groman, secy.

BLOOMSBURG—Columbia County Agricultural Society. Oct. 12 to 15. R. W. Smith, pres., Mifflinville; Jas. C. Brown, treas.; A. N. Yost, secy.

BURGETTSTOWN—Union Agricultural Association. Oct. 4 to 6. W. W. Pyles, pres.; Dinsmore; W. B. Linn, treas.; Wm. Melvin, secy., S. Burgettstown.

BUTLER—Butler County Agricultural Association. Sept. 6 to 9. W. H. H. Riddle, pres.; John S. Campbell, treas.; W. P. Roessing, secy.

CAMBRIDGE SPRINGS—Central Crawford Agricultural Society. Sept. 20 to 23. M. B. Ross, pres.; H. W. Canfield, treas.; John O. Sherred, secy.

CARLISLE—Agricultural Society of Cumberland County. Sept. 27 to 30. Chas. H. Mullin, pres.; John Stock, treas.; W. H. McCrea, secy.

CARNEGIE—Carnegie Fair and Trotting Association.

CARROLLTOWN — Cambria County Fair. Sept. 20 to 23. J. V. Mausher, secy.

CENTRE HALL—Patrons of Husbandry of Central Pennsylvania. Sept. 12 to 17. Leonard Rhone manager.

CLARION—Clarion County Fair Association. September. Geo. F. Henry, pres. Peollet; J. J. Frazier, treas.; S. S. Sanghein, secy.

COCHRANTON—Cochranton Agricultural Society.

CONNEAUTVILLE—Crawford County Agricultural Society. Sept. 6 to 9. O. C. Dickey, pres.; J. E. Rupert, treas.; F. L. Lord, secy.

CORRY—Northwestern Agricultural Society. Sept. 13 to 16. Dennis Johnson, pres.; N. R. Heath, treas.; Geo. Blair, secy.

DALLAS—Dallas Union Agricultural Association. Sept. 27 to 30. John T. Phillips, pres.; Geo. F. Hileman, treas.; E. M. Honeywell, secy.

DANVILLE — Montour County Agricultural Society.

DAYTON—Dayton Agricultural and Mechanical Association. Sept. 27 to 30. S. S. Burns, Barnard, pres.; G. F. Currie, treas.; M. C. Marshall, secy.

EBENSBURG—Ebensburg Agricultural Society. Aug. 30 to Sept. 2.

GRATZ—Gratz Driving Park and Agricultural Society.

GREENSBURG—Westmoreland Agricultural Society. Sept. 27 to 30. W. F. Holtzer, secy.

GREENVILLE—Greenville Agricultural Society. Sept. 7 to 9. Levi Morrison, pres.; J. W. Vosler, treas.; Till Reiss, secy.

HANOVER—Hanover Agricultural Society. Sept. 6 to 9. R. W. Wirt, pres.; T. J. Little, treas.; M. O. Smith, secy.

HARFORD — Harford Agricultural Society. Sept. 28 and 28. G. R. Resseguie, pres.; E. M. Watson, treas.; E. E. Jones, secy.

HOLLIDAYSBURG—Blair County Agricultural Association. Sept. 13 to 16. P. H. Bridenbaugh, pres.; C. H. Porter, secy.

HONESDALE—Wayne County Agricultural Society. Sept. 17 to 29. E. W. Gammell, Bethany, secy.

HUGHESVILLE — Muncy Valley Farmers' Club.

INDIANA—Indiana County Agricultural Society. Sept. 13 to 16. M. F. Jamison, pres.; A. W. Mabon, treas.; Geo. J. Feif, secy.

JOHNSTOWN—Tri-County Agricultural and Driving Park Association. Sept. 5 to 9. T. A. Cresswell, pres.; Geo. H. Brown, treas.; J. H. Laine, secy., Box 246.

KITTANNING—Kittanning Fair Association. Aug. 23 to 26. Dr. Chas. J. Jessop, pres.; W. J. Sturgeon, treas.; Thos. McConnell, secy.

KUTZTOWN—Keystone Agricultural and Horticultural Society. Sept. 27 to 30. J. B. Esser, secy.

LAVELLE—Lavelle Driving Park and Fair Association. Not decided. J. G. Rowe, pres., Tremont; A. L. Lauberstein, treas., Ashland; F. H. Waite, secy., Ashland.

LEBANON—Lebanon Valley Fair Association. July 2 to 4. John H. Shugar, pres.; John H. Funk, treas.; Dr. W. B. Means, secy.

LEHIGHTON—Carbon County Industrial Association. Sept. 27 to 30. Henry Miller, pres.; Valentine Schwartz, treas.; C. W. Bower, secy.

LEWISBURG — Union County Agricultural Association.

MANSFIELD—20th Annual Mansfield Fair. Sept. 27 to 30. Chas. S. Ross, pres., Wayne; A. Pitts, secy.; W. D. Husted, treas.

MEADVILLE—Meadville Fair and Driving Park Association. Sept. 27 to 30. S. B. Dick, pres.; F. A. Sutton, treas.; W. H. Gaskill, secy.

MERCER—Mercer Central Agricultural Association. Sept. 27 to 29. Thos. P. Nunnell, Indian Run, pres.; Jas. B. Grubb, treas.; John P. Orr, secy.

MILTON—Milton Driving Park and Fair Association. Oct. 4 to 7. I. A. Eschbach, pres.; M. H. Barr, treas.; Edwin Paul, secy.

MONTROSE—Susquehanna County Agricultural Society. Oct. 4 and 5. W. A. Titsworth, secy.

MT. GRETNA—Mt. Gretna Mechanical, Agricultural and Industrial Exposition. Aug. 15 to 19.

NAZARETH—Northampton County Agricultural Society. Oct. 4 to 7. Frank T. Gernet, pres.; J. R. Reinheimer, treas.; J. J. Mans, secy.

NEW CASTLE—Lawrence County Agricultural Society.

NEWPORT—Perry County Agricultural Society. Sept. 21 to 23. James B. Eby, secy.

ORWIGSBURG—Orwigsburg Agricultural Society. Sept. 6 to 9. Hon. John T. Shoener, pres.; H. S. Albright, treas.; A. E. Brown, secy.

OXFORD—Oxford Agricultural Society. June 8 to 10, Sept. 21 to 23. Wm. H. Hogg, Kirkwood, pres.; F. G. Andrews, treas.; H. C. Thomas, secy.

PARKER'S LANDING—Parker Agricultural Association.

PHILADELPHIA—Belmont Driving Club.

PITTSTON—Luzerne County Fair Association.

READING—Berks County Agricultural and Horticultural Society. Oct. 4 to 7. Cyrus T. Fox, secy.

STROUDSBURG—Monroe County Agricultural Society. Sept. 6 to 9. J. S. Williams, pres.; O. F. Phillips, treas.; T. C. Brown, secy.

STONEBORO—Mercer County Agricultural Society. Sept. 20 to 22. A. S. Reed, Grove City, pres.; Robt. P. Cann, treas.; Geo. H. Fowler, secy.

TARENTUM—Tarentum Fair Association. Aug. 30 to Sept. 2. J. C. Dunn, secy.

TOWANDA—Bradford County Agricultural Society. Sept. 27 to 30. E. J. Ayers, Macedonia, pres.; W. T. Norton, treas.; Benj. Kuykendall, jr., secy.

TROY—Troy Agricultural Society. Sept. 13 to 16. John E. Dobbins, pres.; E. Everett Van Dyrle, treas.; John A. Parsons, secy.

TUNKHANNOCK—County Fair. Sept. 13 to 16.

TUNKHANNOCK—Wyoming County Agricultural Society.

UNIONTOWN—Fayette Fair Association. Aug. 30 to Sept. 2. Wm. W. Parshall, secy.

WARREN—Warren County Fair Association. L. M. Hazeltine, pres.; L. K. Russell, treas.; Willis Cowan, secy.

WASHINGTON—Western Pennsylvania Fair Association. Sept. 20 to 23. W. A. Gabby, pres.; Jas. A. Forsythe, treas.; Julius Le Moyne, secy.

WATTSBURG—Wattsburg Agricultural Society. Sept. 6 to 9. W. H. Cornell, pres.; John Phelps, treas.; A. L. Phelps, secy.

WAYNESBURG—Waynesburg Fair Association.

WESTFIELD—Cowanesque Valley Agricultural Society. Sept. 13 to 16. Dr. Jas. Masten, pres.; R. H. Buck, treas.; Chas. C. Williams, secy.

WILLIAMS GROVE—Grangers' Inter-State Picnic Exposition Association. Aug. 29 to Sept. 3. R. H. Thomas, Mechanicsburg, pres. and manager.

YORK—York County Agricultural Society.

YOUNGWOOD — Westmoreland Agricultural Society. Sept. 27 to 30. J. N. Allshouse, pres., Adamsburg; D. B. Fisher, treas., Goff; W. H. Holtzer, secy., Greensburg.

RHODE ISLAND.

CRANSTON—78th Annual Rhode Island State Fair.

KINGSTON—Washington County Agricultural Society. Sept. 13 to 16. Hon. R. Hazard, pres.; Jesse V. B. Watson, Wakefield, treas.; John A. Allen, Peace Dale, secy.

PROVIDENCE—State Fair Association. Sept. 5 to 9. F. E. Perkins, pres.; Earl H. Porter, treas.; Walter W. Dexter, secy.

RIVER POINT—Pawtuxet Valley Park Agricultural Association.

SOUTH CAROLINA.

CHARLESTON—Charleston Driving Association.

CHERAW—Cheraw County Agricultural Association. Nov. 23 to 25. R. C. Watson, pres.; J. F. McInlyse, treas.; T. S. Gregory, secy.

COLUMBIA—State Agricultural and Mechan. Society of South Carolina. Nov. 7 to 11. T. J. Cunningham, Chester, pres.; Geo. H. Huggins, treas.; Thos. H. Halloway, Pomaria, secy.

GEORGETOWN—Colored State Fair. R. B. Anderson, pres.

SOUTH DAKOTA.

STURGIS—Black Hills Exposition Co. John Scollard, pres.; Harry Bunting, treas.; Max Hoehn, secy.

YANKTON—South Yankton State Board of Agriculture Sept. 26 to 30. John Armstrong, pres.; J. E. Platt, treas.; Walter B. Dean, secy.

TENNESSEE.

ALEXANDRIA—Alexandria Fair. Sept. 22 to 24. J. W. Rutland, pres.; W. W. Neal, treas.; Rob Roy, secy.

DYERSBURG—Dyer County Fair Association. Oct. 11 to 15. T. C. Gordon, pres.; J. H. Dubose, secy.

JOHNSON CITY—Washington County Fair Association. Sept. 27 to 30. Dr. W. R. Price, pres.; John Sanders, treas.; T. J. Cox, secy.

KINGSTON—Roane County Fair and Stock Association. Sept. 27 to 29. W. T. Gallaher, Wheat, pres.; J. R. Cumbliss, secy. and treas.

KNOXVILLE—East Tennessee Fair Association. Aug. 23 to 26. J. W. Borches, pres.; Howard Karmes, treas.; H. N. Camp, secy.

LOUDON—Loudon County Fair Association.

MURFREESBORO—Rutherford County Fair Association. Sept. 15 to 17. W. R. Jarratt, Overall, pres.; J. S. Gooch, Smyrna, treas.; S. S. Butler, Overall, secy.

ROCKWOOD—Rockwood Fair and Stock Association. Sept. 20 to 23. Capt. J. N. Baker, pres.; John F. McNutt, secy.

TEXAS.

AUSTIN—Austin Poultry Association. Jan. 11 to 13, 1899.

BROWNWOOD—Brown County Stock Fair. Nov. 11 and 12. C. H. Woodard, pres.; Will H. Mayes, secy.

DALLAS—Texas State Fair and Dallas Exposition Association. Oct. 1 to 16. H. H. Gaston, pres.; J. B. Adone, treas.; Sydney Smith, secy.

DALLAS—Afro-American Fair. Oct. 1 to 16. Prof. N. W. Harllee, pres.

DICKINSON—Texas Coast Fair. Not decided. C. W. Wilkins, pres., Clear Creek; J. Lobih, treas., Galveston; D. B. Rogers, secy., Galveston.

GROESBECK—Limestone County Fair Association. Nov. 9 to 12. G. V. McClintic, pres.; M. H. Clark, treas.; S. D. Bugg, secy.

HILLSBORO—Hill County Fair Association. Sept. 27 to 29. W. A. Craig, pres.; Jas. P. Orr, treas. and secy.

HOUSTON—Afro-American Fair and Inter-state Exposition. Sept. 1 to Nov. 30. Bishop A. Grant, pres.; F. I. Richardson, secy.

JACKSBORO—Jack County Fair Association. Sept. 26 to Oct. 1. W. R. Green, pres.; Sil Stark, treas.; H. A. Wills, secy.

PALESTINE—East Texas Fair and Driving Park Association. Nov. 16 to 19. J. W. Ozment, pres.; W. C. Gorman, treas.; Thos. Hall, Box 86, secy.

SAN ANTONIO—Guadalupe Valley Fair Association. Geo. C. Robinson, pres.; Geo. C. Vaughan, treas.; Chas. Real, secy.

TAYLOR—Taylor Fair Association, American Trotting Association. May 11 to 13. C. H. Booth, pres.; H. Bland, secy.

VICTORIA—Southern Texas Fair Association. Nov. 8 to 11. L. D. Heaton, pres.; Theo. Euhler, treas.; L. N. Hofer, secy.

VERMONT.

BARTON—Orleans County Fair Association. Sept. 6 to 8. H. H. Somers, Irasburg, pres.; O. D. Owen, treas.; C. A. Barrous, N. Troy, secy.

BRANDON—Brandon Fair Association.

BRATTLEBORO — Valley Fair Association. Sept. 28 and 29. G. W. Hood, pres.; J. J. Estey, treas.; L. L. Stickney, secy.

BURLINGTON—Burlington Driving Club.

BURLINGTON—Champlain Valley Fair Association. Sept. 6 to 9.

EAST CORINTH—Waits River Valley Agricultural Society. Aug. 31 to Sept. 2. J. R. McLain, pres., Topsham; D. S. Fulton, treas., Bradford; W. L. Crafts, secy., Oxford, N. H.

FAIR HAVEN—Western Vermont Agricultural Society.

LYNDONVILLE—Northern Caledonia Fair Association.

MIDDLEBURY—Addison County Agricultural Association. Aug. 30.

MORRISVILLE—Fair. Sept. 7 to 9. G. W. Hender, pres.

NORTHFIELD—Dog River Valley Fair Association.

RUTLAND—Rutland County Fair. Sept. 13 to 15. C. M. Winslow, Brandon, pres.; Fred. A. Field, secy. and treas.

SHELDON JUNCTION—Franklin County Agricultural and Mechanics' Society. Not decided. C. W. Gates, pres., Franklin; Geo. P. Twigg, treas., St. Albans; C. A. Oliver, secy., N. Sheldon.

SOUTH RYEGATE—Ryegate & Wells River Valley Dairyman Association. Sept. 21-22. Y. D. Nelson, pres.; H. W. Hibbard, treas., South Ryegate; F. R. McColl, secy., South Ryegate.

ST. ALBANS—Vermont Driving Park Association. Sept. 20 to 22.

ST. JOHNSBURG—Caledonia County Fair. Sept. 13 to 15. Dr. T. R. Stiles, pres.; Frank Brooks, treas.; F. S. Harriman, secy.

TUNBRIDGE—Union Agricultural Society.

WATERBURY—Winooski Valley Agricultural Association. Sept. 13-15. G. E. Moody, pres.; Geo. W. Atkins, treas.; E. G. Hooker, secy.

WHITE RIVER JUNCTION—State Fair Association. Aug. 30 to Sept. 2. Geo. Aitkin, Woodstock, pres.; W. B. Hazen, treas.; G. W. Hoffman, secy.

WOODSTOCK—Windsor County Agricultural Society.

VIRGINIA.

CAPE CHARLES—Chesapeake Agricultural Fair Association. Aug. 16 to 19. Dr. A. Brockenbrough, secy.

CLAREMONT—Temperpance, Industrial and Prospect Association. Sept. 27 to 29. Prof. J. J. Smallwood, Box 75, pres.; also, secy. and treas.

FREDERICKSBURG—R. V. A. & M. S. Sept. 27 to 29. T. McCracken, pres.; S. J. Quinn, secy. and treas.

LEESBURG—Loudoun County Live Stock Exposition Association. Aug. 23 to 25. Henry Harrison, pres.; W. S. Purcell, treas.; H. C. Sellman, secy.

NORFOLK—Virginia State Fair and Agricultural Association. Oct. 4 to 8. John Mariner, pres.; R. S. Cromwell, treas.; W. E. Dillon, secy.

RICHMOND—Virginia State Agricultural and Mechanics' Society.

STAUNTON—Baldwin District Fair Association. G. Julian Pratt, Waynesboro, secy.

WINCHESTER—Shenandoah Valley Agricultural Society. Oct. 11 to 14. C. B. Rouse, 459 Broadway, New York City, pres.; P. C. Grone, treas.; E. G. Hollis, secy.

WEST VIRGINIA

CLARKSBURG—West Virginia Central Agricultural and Mechanical Association. Sept. 6 to 8. C. L. Hickman, pres.; M. M. Thompson, secy.

MIDDLEBOURNE—Tyler County Exposition and Fair Association. Aug. 23 to 26. John W. Lazear, pres.; W. E. Kirchner, treas.; John Riggle, secy.

NEW MARTINSVILLE—Wetzel County Fair Association. Aug. 30 to Sept. 2. S. R. Martin, secy.

PENNSBORO—Ritchie County Agricultural and Fair Association. Sept. 13 to 16. L. P. Wilson, pres.; Dr. G. P. Sigler, treas.; Will A. Strickler, secy.

WALTON—Roane County Fair Association. Aug. 30 to Sept. 2. J. J. Riley, secy.

WHEELING—West Virginia Exposition and State Fair Association. Sept. 5 to 9. A. Reymann, pres.; Geo. Hook, treas.and secy.

WASHINGTON.

COLFAS—Whitman County Fruit and Agricultural Association. Benj. Burgunder, pres.; A. J. Davis, treas.; Geo. H. Lennox, secy.

NORTH YAKIMA—Washington State Fair Association. Sept. 26 to Oct. 1. J. M. Baxter, pres.; Wm. Lee, sr., treas.; Dr. T. B. Gunn, secy.

TACOMA—F[illegible] County Agricultural and Industrial Association.

WISCONSIN.

AMHERST—Portage County Agricultural Society. Sept. 13 to 16. A. G. Cate, pres.; J. G. Webster, treas.; A. J. Smith, secy.

ANTIGO—Sept. 12 to 14. Kennedy Scott, Rio, secy.

APPLETON—Fox River Fair and Driving Association. Aug. 30 to Sept. 2. H. Pierce, pres.; J. J. Sherman, treas.; W. F. Barteau, secy.

ARCADIA—Arcadia Agricultural and Driving Association. Aug. 23 to 26. N. Lehrbach, pres.; Emil Maurer, treas.; F. C. Richmond, secy.

ASHLAND—Sept. 7 to 9. R. L. Spencer, secy.

AUGUSTA—Sept. 6 to 9. Dell Allen, secy.

BARABOO—Sank County Agricultural Society. Sept. 27 to 30. John S. Hall, secy.

BEAVER DAM—Dodge County Fair Association. Sept. 27 to 30. E. E. Williams, pres., Danville; H. B. Drabe, treas.; C. W. Harvey, secy.

BLACK RIVER FALLS—Jackson County Agricultural Society. Sept. 13 to 16. J. A. Bailey, pres.; S. N. Sanedahl, treas.; E. L. Ormsby, secy.

BLOOMINGTON—Sept. 7 to 9.

BOSCOBEL—25th Annual Fair. Sept. 21 to 23. Lou B. Ruka, pres.; F. B. Sarbo, treas.; F. C. Muffley, secy.

CHETEK—Barron County Agricultural Society. Sept. 6 to 8. W. W. Flinn, pres.; W. A. Kent, treas., Cameron; Jos. E. Cartwright, secy.

CHIPPEWA FALLS—Northern Wisconsin State Fair. Sept. 13 to 16. Jas. H. Agen, pres., W. Superior; W. W. Flinn, treas., Ohetek; M. S. Bailey, secy.

CHILTON—Eastern Wisconsin Fair. Sept. 12 to 14.

CRANDON—Sept. 13 to 15. Samuel Shaw, secy.

CUMBERLAND—Sept. 14 to 16. H. S. Comstock, secy.

DARLINGTON—LaFayette County Agricultural Society. Aug. 23 to 26. Geo. F. West, pres.; H. M. Michaelson, treas.; W. E. Collais, secy.

DODGEVILLE—Aug. 8 to 13. R. H. Jones, secy.

DURAND—Pepin County Agricultural Society. Sept. 28 to 30. W. H. Huntington, pres.; W. B. Smith, treas.; W. E. Plummer, secy.

ELKHORN—Walworth County Agricultural Society. Sept. 27 to 30. J. B. Johnson, pres.; Geo. L. Harrington, secy.

ELLSWORTH—Oct. 4 to 6. E. S. Doolittle, secy.

FOND DU LAC—Guy Park Fair Association. Sept. 6 to 9. Dr. T. F. Meyheim, pres.; C. L. Hawk, treas.; H. D. Markle, secy.

GALESVILLE—Trempealeau County Agricultural Society. Aug. 16 to 19. S. E. Houghton, pres.; J. A. Kellman, treas.; Bert A. Gipple, secy.

HORTONVILLE—Outagamie County Fair. Sept. 21 to 23. Dr. John Dey, pres.

HUDSON—Sept. 21 to 23. R. R. Young, secy.

JEFFERSON—Oct. 4 to 7. J. L. Kearney, secy.

KEWAUNEE—Sept. 14 to 17. Jas. Murphy, Carlton, secy.

LA CROSSE—Inter-State Fair. Aug. 29 to Sept. 3. John Dengler, pres.; T. H. Spence, treas.; C. S. VanAuken, secy.

LANCASTER—Grant County Agricultural Society. Sept. 14 to 16. Delor Abrams, pres.; R. Meyer, Jr., treas.; T. A. Burr, secy.

FENNIMORE—Fennimore Fair. Aug. 31 to Sept. 2. Wm. Rogers, pres.

LODI—Lodi Union Agricultural Society. Sept. 20 to 22. Robt. Steel, pres.; A. R. Reynolds, treas.; A. H. Hinds, secy.

MADISON—Sept. 19 to 23.

MANITOWOC—Industrial Associat'n of Manitowoc County. Sept. 6 to 9. Chris. Muth, pres.; Chas. Fechter, treas.; Dr. E. R. Flach, secy.

MAUSTON—Juneau County Agricultural Society. Aug. 29 to Sept. 1. S. A. Plommer, pres.; F. A. Adler, treas.; J. C. Baldwin, secy.

MEDOVI—Sept. 7 to 9. Harvey Brown, Modena, secy.

MENOMINEE — Dunn County Agricultural Society. Sept. 19 to 22. F. A. Vasey, pres.; J. B. Chickering, treas.; Geo. Gallaway, secy.

MERRILL—Sept. 5 to 7. J. W. Bruce, secy.

MILWAUKEE—Wisconsin State Board of Agriculture. Sept. 19 to 23. J. M. True, Baraboo, pres.; S. A. Peterson, treas.; M. R. Doyon, Madison, secy.

MINERAL POINT—Southwestern Wisconsin Fair. Aug. 16 to 19. G. G. Cox, pres.; Philip Allen, treas.; W. H. Bennett, secy.

MONROE—Green County Agricultural Society and Mechanics' Institute. Aug. 31 to Sept. 3. R. A. Etter, pres.; Andrew Lewis, treas.; Frank Smock, secy.

NEILLSVILLE—Clark County Agricultural Society. Sept. 13 to 15. M. C. Ring, pres.; Jas. Redman, treas.; H. H. Heath, secy.

NEW LONDON—Eighth Annual Fair and Race Meeting. Sept. 20 to 23. Aug. Roloff, pres.; E. H. Ranim, treas.; Henry Cannon, secy.

NEW RICHMOND—New Richmond Park Association. Sept. 28 to 30. O. J. Williams, pres.; J. N. McCoy, treas.; J. A. Hughes, secy.

PHILLIPS—Price County Agricultural Society. Sept. 15 to 17. F. W. Sackett, pres.; Miss Clara Jackson, treas.; Fred. W. Ruff, secy.

PLYMOUTH—Sheboygan County Agricultural Society. Sept. 15 to 17. Henry Wheeler, sr., pres.; E. A. Dow, treas.; Otto Gaffron, secy.

PORTAGE—Columbia County Agricultural Society. Sept. 12 to 15. Geo. Bain, pres.; J. M Bushnell, treas.; Kennedy Scott, Rio, secy.

RHINELANDER—Oneida County Agricultural Society. Sept. 15 to 17. J. C. Cunan, pres.; B. R. Lewis, treas.; A. M. Rogers, secy.

RICHLAND CENTER—September.

SENECA—Sept. 21 to 23. G. B. Mitchell, Gay's Mills, secy.

SEYMOUR—Seymour Fair and Driving Park Association. Sept. 29 to Oct. 1. Peter Tubbs, pres.; Wm. Michelstetter, treas.; H. J. Van Vuren, secy.

SHAWANO—Shawano County Agricultural Society. Sept. 26 to 28. H. R. McComb, pres.; Gus. A. Klebesadel, treas.; Louis C. Bold, secy.

SPARTA—Sparta Driving and Agricultural Association. Aug. 23 to 26. S. W. Swarthout, pres.; J. P. Reeve, secy. and treas.

ST. CROIX FALLS—Polk County Fair Association. Sept. 21 to 23. Thos. H. Thompson, pres.; H. D. Baker, treas.; Geo. H. Ely, secy.

TOMAH—Eastern Monroe Agricultural Society. Sept 6 to 8. H. J. Skinner, secy.

VIROQUA—Vernon County Agricultural Association. Sept. 13 to 16. D. O. Mahoney, pres.; J. W. Mills, treas.; F. N. Alexander, secy.

WANSAN—Marathon County Agricultural Society. Sept. 8 to 10. John Kiefer, pres.; 12 to 14. Geo. D. Breed, secy.

WANTOMA—Waushara County Agricultural Society. Gilbert Tennant, pres.; J. W. Jeffert, treas.; W. H. Berry, secy.

WHITEHALL—Trempelean County Agricultural, Industrial and Driving Park Association. Aug. 30 to Sept. 2. H. H. Scott, secy.

WAUKESHA—Waukesha County Agricultural Society. Aug. 23 to 26. Eph. Beaumont, Hartland, pres.; W.H. Smith, treas.; Frank W. Harland secy.

WEST BEND—Oct. 4 to 6. Jos. Ott, secy.

WEST SALEM—LaCross County Agricultural Society. Sept. 20 to 22. Jesse J. Johnson, pres.; C. H. Hawkins, LaCrosse, treas.; F. H. A. Nye, secy.

WEST SUPERIOR—Douglas County Agricultural Society. Sept. 27 to 30. Jas. H. Agen, pres.; Harry Rogers, treas.; Fred M. Williams, secy.

WEYAUWEGA—Weyauwega County Agricultural Society. Sept. 27 to 30. W. W. Crane, pres.; D. Waflee, treas.; A. L. Hutchinsin, secy.

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CANADA.

ALMONTE—North Lanark Agricultural Society. Sept. 27 to 29. Dr. Lynch, pres.; Jas. Robertson, treas.; W.P. McEwen, secy.

ARGYLE—Sept. 30.

BEAUTIFUL PLAINS, (Neepawa)—Oct. 11 and 12.

BELLEVILLE—Bay of Quinte District Fair. Sept. 14 and 15. Col. W. N. Ponton, pres.; J. M. Hurley, mgr. and secy.

BOWMANVILLE—West Durham Agricultural Society. Sept. 15 and 16. John Davey, Leskard, pres., Ontario; W. F. Allen, treas.; M. A. James, secy.

BRANDON—July 19 to 22.

BRANTFORD, ONT. — Brantford Southern Fair. Sept. 17 to 22. C. W. Yapp, pres.; Geo. HHakely, secy. and treas.

BROKENHEAD, (Meadow Lea)—Sept. 26 and 27.

CARBERRY—July 21 to 23.

CHATHAM—West Kent Agricultural Society. Sept. 27 to 29. M. J. Wilson, pres.; R. G. Fleming, treas.; Henry Robinson, secy.

CLINTON, ONT.—Agricultural Society. Sept. 20 and 21. Wm. Coates, secy.

COLLINGWOOD—Great Northern Exhibition. Sept. 20 to 23. Thos. Robinson, Jr., pres.; W. J. Frame, treas.; J. W. Archer, secy.

CRYSTAL CITY—Oct. 1.

CYPRESS RIVER—July 27 to 28.

DAUPHIN—Oct. 5.

DUFFERIN, (Carman)—Oct. 6 and 7.

ELKHORN—Oct. 2 to 8.

FERGUS, ONT.—Centre Wellington Agricultural Society. Sept. 22 and 23. J. J. Craig, secy.

FLESHERTON—East Riding of County of Grey. Sept. 22 and 23. Thos. Kells, Vandeleur, pres.; R. J. Sproule, secy.and treas.

GILBERT PLAINS—Oct. 1.

GLENWOOD, (Souris)—Oct. 12 and 13.

GODERICH, ONT.—Great Northwestern Exhibition. Sept. 27 to 29. W. F. Clark, pres.; H. L. Watson, treas.; Jas. Mitchell, secy.

HALIFAX, N. S.—Novia Scotia Provincial Exhibition Commission. Sept. 22 to 29. Hon. J. W. Lawley, pres.; D. R. Clarke, Esq., treas.; J. E Wood, secy.

KEMPTVILLE, ONT.—Oxford Township Agricultural Society. Sept. 29 and 30. John R. Rutherford, pres.; August Buchanan, secy. and treas.

LACHUTE, QUE.—Annual County Fair. Sept. 28 and 29. G. J. Walker, secy.

LINDSAY—Central Fair of Lindsay. Sept. 22 to 24. Johnston Ellis, pres.; Jas. Kerth, secy. and treas.

LONDON, ONT.—The Western Fair Association. Sept. 8 to 17. Col. Wm. Gartshore, pres.; D. Mackenzie, treas.; Thos.A. Brown, secy.

LORNE, (Somerset)—Sept. 29.

KILDONAN—Oct. 4 and 5.

MANITOU—July 21 to 22.

MARKHAM, ONT.—East Riding of York and Markham Agricultural Society. Oct. 5 to 7. G. R. Vanzant, pres.; W. H. Hall, secy. and treas.

MILVERTON—Mornington Agricultural Society. Sept. 29 and 30. Wm. Connell, pres.; W. R. Loth, treas.; W. M. Appel, secy.

MINNEDOSA—Oct. 6.

MORRISBURG, ONT.—Dundas County Fair. Sept. 6 to 8. Thos. Morehouse, pres.; Geo. F. Bradfield, secy. and treas.

MORDEN—Sept. 29 and 30.

NEW WESTMINSTER, B. C.—Provincial and International Exposition of the Royal Agricultural and Industrial Society of British Columbia. Oct. 5 to 13.

NORFOLK, (Austin)—Oct. 5.

OTTAWA, ONT.—Central Canada Exposition Association. Sept. 16 to 24. Wm. Hutchinson, M. P., pres.; T. Cameron Bate, treas.; E. McMahon, secy.

OWEN SOUND, ONT.—Owen Sound Fair. Sept. 20 to 22. A. G. MacKay, secy.

PARIS—North Brant Agricultural Society. Oct. 4 and 5. H. C. O'Neall, secy.

PETERSBOROUGH, ONT. — Petersborough Central Exposition. Sept. 29 to Oct. 1. Geo. W. Fitzgerald, pres.; W. J. Green, secy. and treas., Box 181.

PICTON, ONT.—Prince Edward County Agricultural Society. Sept. 28 and 29. G. H. Bolton, pres.; Thos. Bog, secy. and treas.

PILOT MOUND—Oct. 4.

PORTAGE LA PRAIRIE—July 18 to 20.

PRESCOTT—South Greenville Agricultural Society. Sept. 20 to 24. John Jackson, pres., Cardinal, Ont.; T. R. Melville, secy.

RAPID CITY—Oct. 7.

RENFREW—South Renfrew Agricultural Society. Sept. 15 and 16. Jas. Carswell, pres.; Robt. M. Laren, secy. and treas.

RICHMOND, ONT.—The County Carleton Agricultural Society. Sept. 13 to 15. John Craig, North Gower, pres.; Wm. McElroy, secy.

ROCK ISLAND, QUE.—Aug. 24 and 25. E. P. Ball, secy.

SAULT STE. MARIE, ONT.—Annual Sale Exhibition. Oct. 4 and 5. Wm. Brown, secy.

SHERBROOKE, QUE. — Eastern Township Agricultural Association. Sept. 5 to 10. Hon. John McIntosh, pres.; H. R. Frazer, secy.

SIMCOE, ONT.—Norfolk Union Fair. Oct. 11 to 13. D. B. Palmerton, pres.; J. Thos. Murphy, secy. and treas.

SOREL P. Q..Agricultural and Athletic Association of Sorel. J. F. F. Boulais, secy.

SPRINGFIELD, (Dugald)—Sept. 28 and 29.

STANSTED, QUE.—Stansted Live Stock Association, Limited. Aug. 24 to 26. Geo. Davidson, pres., Fairfax, Que.; A. W. Thompson, treas., Stansted, Que.; E. P. Ball, secy., Rock Island, Que.

STAYNER, ONT.—Stayner Industrial Association. Oct. 3 to 5. W. B. Sanders, pres.; J. Wilcox, treas.; Archie Hill, secy.

ST. ANDREWS, (Selkirk)—Oct. 5 and 6.

ST. JOHNS, N. B.—Agricultural Society of City and County of St.John. Jas. H. Frink, secy.

THREE RIVERS, QUE.—Three Rivers District Agricultural Association. Aug. 29 to Sept. 2. P. E. Panneton, pres.; Christopher Hebert, secy.

TILSONBURG, ONT.—Oct. 4 to 5. D. T. Smith, pres.; Thos. Brown, secy.

TORONTO, ONT.—Canada's Great Exposition and Industrial Fair. Aug. 29 to Sept. 10. J. J. Withrow, pres.; J. P. Edwards, treas.; H. J. Hill, secy.

TURTLE MOUNTAIN, (Boissevain)—Oct. 13 and 14.

VIRDEN—Oct. 11 and 12.

WELLESLEY—Wellesley and North Easthope Agricultural Society. Sept. 13 and 14. A. M. Fisher, pres.; Geo. Bellinger, secy. and treas.

WINCHESTER, ONT.—Township of Winchester Agricultural Society. Sept. 13 and 14. Thos. Irving, pres.; S. S. Reveler, secy. and treas.

WINNIPEG, MAN.—Winnipeg Industrial Exposition Association. July 11 to 16. Geo. J. Waukon, pres.; F. W. Henbach, secy. and treas.

WOODBRIDGE, ONT.—Woodbridge Fair. Oct. 18 and 19. Thos. F. Wallace, secy.

WOODLANDS—Sept. 28.

WOODSTOCK — North Riding of Oxford, Blandford and East Oxford Agricultural Society. Oct. 3 to 5. A. R. Patullo, pres.; R. A. Sambett, secy.

Poultry Shows.

AURORA, O. — Hamilton County Poultry Show. Dec. 15 to 17.

AUSTIN, TEX.—Austin Poultry and Pet Stock Association. Wm. H. Salge, secy. Jan. 10 to 13, 1899.

BELLEFONTAINE, O.—Poultry Show. Robt. Roberts, secy. Dec. 19 to 24.

BIRMINGHAM, ALA.—Dec. 1898. J. H. McCaffrey, pres.

BLOOMINGBURG, O.—Bloomingburg Poultry Association. Earl Shaw, secy. Dec. 12 to 17.

BLUFFTON, O.—Consolidated Poultry and Pet Stock Association. D. J. Kohle, secy. Dec. 28 to Jan. 3.

BOONVILLE, IND.—Southwestern Indiana Poultry Club. W. J. Hargrave, secy. Jan. 4 to 7, 1899.

BOSTON, MASS.—Boston Poultry Association. Arthur R. Sharp, secy., Taunton, Mass. Jan. 19 to 23, 1899.

BROCKTON, MASS.—Brockton Poultry Association. W. H. Adams, secy. Nov. 30 to Dec. 3.

BUFFALO, N. Y.—Buffalo Poultry Association. Jan. 2 to 7, 1899. E. C. Pease, secy.

CANTON, O.—Canton Poultry and Pigeon Association. J. H. Leeton, secy. Jan. 3 to 6, 1899.

CAREY, O.—Carey Fancy Breeders' Club. W. S. Payne, secy. Jan. 16 to 20, 1899.

CEDAR RAPIDS, IA.—Western Poultry Fanciers' Association. C. H. Playter, secy. Jan. 16 to 21, 1899.

CLEVELAND, O.—Northern Ohio Poultry and Pet Stock Association. L. R. Hunt, secy. Dec. 7 to 15.

CLINTON, MASS.—Clinton Poultry Association. E. J. Harris, secy. Dec. 13 to 16.

COLUMBUS, O.—Poultry and Pet Stock Show. J. C. Rowe, secy. Feb., 1899.

DALLAS, TEX.—Texas State Fair Association. Sydney Smith, secy. Oct. 1 to 16.

DENVER, COL.—Colorado State Poultry Association. Chas. A. Watson, secy. Jan. 16 to 21, 1899.

DETROIT, MICH.—Michigan State Poultry and Pigeon Association. F. W. McKenzie, secy., Concord, Mich. Jan. 4 to 10, 1899.

ELMIRA, N. Y.—Elmira Poultry Association. E. W. Andrews, secy. Jan. 17 to 21, 1899.

ERIE, ILL.—Whiteside County Poultry Association. C. W. McCall, secy. Dec. 19 to 24.

ESSEX, MASS.—Esesex County Poultry Association. A. W. Tyler, secy. Jan. 3 to 6, 1899.

FALL RIVER, MASS.—Poultry Show. John Crowther, secy. Dec. 7 to 10.

FITCHBURG, MSAS.—Fitchburg Poultry and Pet Stock Association. Edw. B. Curtis, secy. Dec. 19 to 24.

FORT PLAIN, N. Y.—Mohawk Valley Poultry and Pet Stock Association. Dec. 11 to 14. J. H. Fuller, secy.

HENRY, ILL.—Illinois Valley Poultry Association. R. Freece Burt, secy. Jan. 31 to Feb. 3.

HUTCHISON, KAN.—Hutchison Poultry Association. Geo. C. Reitz, secy. Dec. 20 to 24.

INDIANAPOLIS, IND.—State Poultry Association. Thos. W. Pottage, secy. Jan. 9 to 14, 1899.

JOHNSTOWN, N. Y.—Adirondack Poultry and Pet Stock Club. Nov. 23 to 26. H. J. Quilhot, secy.

LE MARS, IA.—Plymouth County Poultry and Pet Stock Association. G. A. C. Clark, secy. Jan. 24 to 27, 1899.

LOUISVILLE, KY.—Kentucky State Poultry Association. W. J. Druien, secy. Jan. 16 to 21, 1899.

LOUISVILLE, KY.—Poultry Show. W. H. Adams, secy. Nov. 30 to Dec. 3.

MACOMB, ILL.—McDonough County Poultry Association. Chas. W. Griffin, secy. Dec. 12 to 17.

MEMPHIS, TENN.—Mississippi Valley Poultry Association. Jan. 3 to 7, 1899. C. R. Barr, 194 2d st., secy.

MILFORD, N. H.—Milford Poultry and Pet Stock Association. E. B. Burns, secy. Jan. 10 to 13, 1899.

MT. GRETNA, N. Y.—Farmers' Exposition and Poultry Show. Aug. 15 to 20.

MT. GRETNA, PA.—Poultry Show. M. B. Blanch, Lebanon, Pa., secy.

NEWBURG, N. Y.—Wallkill Valey Poultry, Pigeon and Pet Stock Association. W. Q. Minturn, secy., Warwick, N. Y. Jan. 17 to 19, 1899.

NEW HAVEN, CONN.—New Haven Poultry Association. M. S. Kirkwood, secy. Dec. 28 to 31.

NEW LONDON, CONN.—Eastern Connecticut Poultry Association. C. B. Smith, secy. Dec. 14 to 17.

NEW YORK, N. Y.—New York Poultry and Pigeon Association. H. V. Crawford, secy., Montclair, N. Y. Jan. 31, Feb. 4, 1899.

NORTH YAKIMA, WASH.—Poultry Show. Harry H. Collier, secy. Sept. 26 to Oct. 1.

OAKLAND, CAL.—Oakland Poultry Association. F. A. Boswell, secy., Lorin, Cal. Dec. 5 to 10.

OKLAHOMA CITY, O. T.—Oklahoma State Poultry Association. Jan. 2 to 6, 1899. L. F. Laverty, secy., Guthrie, O. T.

OMAHA, NEB.—Nebraska Poultry Association. E. A. Pegler, secy., Lincoln, Neb. Sept. 19 to Oct. 1.

OSKALOOSA, IA.—Iowa State Poultry Association. C. C. Harris, secy. Jan. 2 to 7, 1899.

PRINCETON, ILL.—Northern Central Illinois Poultry Association. Dec. 12 to 16. S. S. Smith, secy.

PROPHETSTOWN, ILL.—Rock River Poultry Association. D. L. Woodard, secy. Dec. 6 to 10.

PROVIDENCE, R. I.—Rhode Island Poultry Association. H. S. Babcock, secy. Dec. 14 to 17.

ROCKFORD, ILL.—Northern Illinois Poultry Association. H. S. Crandall, secy. Dec. 26 to 31.

SIBLEY, ILL.—Sibley Poultry Association. W. B. Harvey, secy. Jan. 4 to 9, 1899.

SUNBURY, O.—Delaware Country Poultry Association. A. R. Letts, secy. Dec. 6 to 9.

SPRINGFIELD, O.—Springfield Fanciers' Association. W. H. Holmes, secy. Dec. 26 to 31.

SOUTH BEND, IND.—South Bend Poultry and Pigeon Association. Fred F. Willis, secy. Dec. 19 to 24.

ST. LOUIS, MO. — Poultry Show. Henry Steinmesch, pres. Dec. 12 to 17.

SYCAMORE, OHIO—Sycamore Poultry Association. Dec. 14 to 17. Earl R. Williams, secy.

TACOMA, WASH.—State Fair Poultry Show. Harry H. Collier, secy.

THORNTON, IND.—Indiana Central Poultry Association. W. W. Haller, secy. Dec. 19 to 24.

TOLEDO, O.—Toledo Fanciers' Association. F. C. Shepherd, secy. Dec. 15 to 21.

TORONTO, CAN.—Jan. 9 to 15, 1899.

TORONTO, ONT. CAN.—Poultry Show. Jan. 9 to 15, 1899.

TROY, N. Y.—Hudson Valley Poultry, Pigeon and Pet Stock Association. Dec. 6 to 9. W. T. Lord, secy.

UTICA, N. Y.—Poultry Association. W. J. B. Williams, secy. Holland Patent, N. Y. Jan. 25 to 31.

WASHINGTON C. H., O.—Southern Ohio Poultry Association. W. R. Dalbey, secy. Feb. 7 to 11, 1899.

WASHINGTON, D. C.—National Poultry and Pigeon Association. Geo. E. Howard, secy. Jan. 10 to 14, 1899.

WEST CHESTER, PA.—West Chester Poultry and Pigeon Association. E. S. Hickman, secy., Cheyney, Pa. Dec. 14 to 17.

WEST LIBERTY, IA.—West Liberty Poultry Association. A. H. Floyd, secy. Dec. 12 to 15.

WORCESTER, MASS.—Central Massachusetts Poultry Club. C. A. Ballou, secy. Jan. 5 to 8, 1899.

XENIA, O.—Southwestern Ohio Poultry and Pigeon Association. A. G. Spahr, secy. Dec. 20 to 24.

YOUNGSTOWN, O.—Youngstown Poultry, Pigeon and Pet Stock Association. E. N. Sinon, secy. Dec. 20 to 24.

Expositions.

CLINTON, ONT. CANADA — Horticultural Society Exhibition. Aug. 30 to Sept. 2.

DALLAS, TEX.—Dallas Exposition Association. Sydney Smith, secy. Oct. 1 to 16.

LONDON, ENG.—Earl's Court. Imre Kiralfy's Universal Exhibition. May to October, 1898.

MILWAUKEE, WIS.—Industrial Exposition. Sept. 10 to Oct. 5.

MINNEAPOLIS, MINN.—Northwestern Manufacturing Association. July 13 to 27.

MT. GRETNA, O.—Mt. Gretna Agricultural, Mechanical and Industrial Exposition. W. T. Carrison, Columbus, O., secy. Aug. 15 to 19.

NIAGARA FALLS, N. Y.—Pan-American Exposition, 1899. R. C. Hill, secy.

OAKLAND, CAL.—J. W. Nelson, pres.; Geo. Rolth, secy.; Union National Bank, treas.

OMAHA, NEB.—Trans-Mississippi and International Exposition, June 1-Nov. 30, 1898.

PETERBORG, CANADA—Peterborg Central Exhibition. W. J. Green, Box 181, secy. Sept. 29 to Oct. 1.

PHILADELPHIA, PA.—Exposition of American Manufacturers', 1899. Dr. Wm. Pepper, chairman.

PITTSBURG, PA.—Exposition, Sept. 7 to Oct. 22.

PORTLAND, ORE.—Exposition of 1898.

SAN FRANCISCO, CAL.—Irish Fair. Aug. 20, three weeks. L. W. Budley, mgr.

SAN FRANCISCO, CAL.—Semi-Centennial Exposition. Winter, 1901.

ST. LOUIS, MO.—Exposition, 1898.

TORONTO, ONT., CANADA—Industrial Exposition. W. P. Fraser, secy. Sept. 5 to 8.

Horse Shows.

BROOKLYN, N. Y.—Horse Show, Brooklyn Riding and Driving Club. J. H. Walbridge.

MANASSAS, VA.—Manassas Horse Show Association. Aug. 30 and 31.

NEWPORT, R. I.—Newport Casino Horse Show. Aug. 29, Sept. 3.

NEW YORK CITY—National Horse Show Association, Madison Square Garden. November.

Food Shows.

PHILADELPHIA, PA.—Food Exposition. Armory of Second Regiment. Wm. Smedley, secy., 148 Tenth st. Nov. 7 to 26.

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Races.

AKRON, O.—Akron Trotting Association. July 13 to 15.
ALAMEDA, CAL.—Alameda Driving Association. A. O. Gott, secy. July 4 and Sept. 9.
ALBANY, N. Y.—Central New York Circuit. July 18 to 20.
ANACONDA, MONT.—Aug. 11 to Sept. 10.
ARCADIA, WIS.—Northwestern Wisconsin Fair and Race Circuit. Aug. 23 to 26.
AUBURN, N. Y.—July 19 to 22.
AUGUSTA, WIS.—Northwestern Wisconsin Fair and Race Circuit. Sept. 6 to 9.
BALLSTON, N. Y.—Delaware & Hudson Circuit. Aug. 23 to 26.
BALTIMORE, MD.—Gentlemen's Driving Club. Sept. 20 to 24.
BERRYVILLE, VA.—Racing Association. Aug. 17 and 18. Conrad Kounslar, secy. and treas.
BOONVILLE, IND.—Tri-State Racing Circuit. Sept. 27 to 30.
BRANTFORD, CAN.—Ontario Trotting and Pacing Circuit. June 30 to July 2.
BRIGHTON, N. Y.—Brighton Beach Racing Association. July 6 to Aug. 9.
BROOKLYN, N. Y.—Brooklyn Jockey Club. May 28 to June 16, Sept. 13 to 29.
BUFFALO, N. Y.—Aug. 16. Grand Trotting Circuit.
BUTTE, MONT.—July 2 to Aug. 6.
CAMBRIDGE, N. Y.—Delaware & Hudson Circuit. Aug. 30 to Sept. 2.
CANTON, O.—Northeastern Ohio Circuit. July 6 to 8. Aug. 24 to 26.
CARMI, ILL.—Tri-State Racing Circuit. Sept. 6 to 10.
CHICAGO, ILL.—Washington Park Club. June 25 to July 20.
CHIPPEWA FALLS, WIS.—Northwestern Wisconsin Fair and Race Circuit. Sept. 13 to 16.
CIRCLEVILLE, O.—Zwicker Park Driving Club. July 19 to 21.
CLEVELAND, O.—Northeastern Ohio Circuit. June 22 to 24. Aug. 17 to 19.
CLEVELAND, O.—July 25. Grand Trotting Circuit.
COBLESKILL, N. Y.—Delaware & Hudson Circuit. Sept. 19 to 22.
COLUMBUS, GA.—Aug. 2. Grand Trotting Circuit.
COLUMBUS, O.—Driving Park Association, Grand Circuit Meeting. Aug. 1 to 5.
CONCORD, N. H.—Race meeting at Driving Park. Aug. 1 to 4. Sept. 5 to 8.
CONEY ISLAND, N. Y.—Coney Island Jockey Club. June 18 to July 4, Aug. 23 to Sept. 10.
CORSICANA, TEXAS—Oct. 26 to 29. T. D. Hightower, secy.
DALLAS, TEX.—Texas State Fair Association. Sydney Smith, secy. Oct. 1 to 16.
DENTON, TEXAS—Sept. 14 to 17. W. A. Miller, secy.
DETROIT, MICH.—July 18. Grand Trotting Circuit.
DUBUQUE, IA.—Mitwood Driving Club. Aug. 22 to 27.
DURAND, WIS.—Northwestern Wisconsin Fair and Race Circuit. Sept. 27 to 30.
ERIE, PA.—Lake Erie Trotting Circuit. July 26 to 29.
EVANSVILLE, IND.—Tri-State Racing Circuit. Sept. 19 to 23.
EXETER, ME.—West Penobscot Races. July 5. Aug. 19 and 20.
FT. WAYNE, IND.—Aug. 9. Grand Trotting Circuit.
FT. WORTH, TEXAS—Sept. 21 to 24. E. E. Wright, secy.
GALESVILLE, WIS.—Northwestern Wisconsin Fair and Race Circuit. Aug. 16 to 19.
GENEVA, N. Y.—Aug. 1 to 4.
GLENS FALLS, N. Y.—Aug. 23. Grand Trotting Circuit.
GOSHEN, N. Y.—Orange County Circuit. Aug. 23 to 26.
GRAYVILLE, ILL.—Tri-State Racing Circuit. Aug. 30 to Sept. 3.
GROESBECK, TEXAS—Nov. 9 to 12. S. D. Bugg, secy.
HARTFORD—Sept. 5. Grand Trotting Circuit.
HOOPESTON, ILL.—Hoopeston District Agricultural Society. Dale Wallace, secy. Aug. 22 to 26.
HORNELLSVILLE, N. Y.—Lake Erie Trotting Circuit. July 12 to 15.
HOT SPRINGS, ARK.—Winter Racing Circuit. December, 1898.
HOUSTON, TEXAS—Oct. 31 to Nov. 5. W. S. Foote, secy.
JEFFERSON, IA.—Jefferson Driving Club. July 4 and 5. D. L. Howard, secy.
JOHNSTOWN, PA.—Tri-County Agricultural and Driving Association. Spring Meeting, June 1 to 3; Midsummer Racing Festival, July 27 to 29; Fall Races, Sept. 6 to 9.
JOLIET, ILL.—Great Western Trotting and Pacing Circuit. Aug. 16 to 19.
LATONIA, KY.—June 9 to July 9.
LEBANON, PA.—Spring Races. Lebanon Valley Fair Association. July 2 to 4.
LEXINGTON, KY.—Trotting Horse Breeders' Association. Oct. 4 to 15.
LOS ANGELES, CAL.—Races. Sept. 15 to 30.
LOUISVILLE, KY.—Races. Sept. 26 to Oct. 1.
LYNBROOK, L. I.—Summer Carnival, Lynbrook Driving Park. Sept. 13 to 17. R. L. Davis, secy.
MARSHFIELD, WIS.—Northwestern Wisconsin Fair and Race Circuit. Aug. 9 to 11.
MEADVILLE, PA.—Lake Erie Trotting Circuit. July 19 to 22.
MEDFORD, PRINCE EDWARDS ISLAND.—Combination Park. June 14 to 17, Aug. 23 to 27.
MENOMINEE, WIS.—Northwestern Wisconsin Fair and Race Circuit. Sept. 20 to 23.
MIDDLEBURY, VT.—Vermont State Firemen's Tournament. July 21.
MIDDLETOWN, N. Y.—Orange County Circuit. Aug. 9 and 10.
MINEOLA, L. I.—Queens County Jockey Club. April 25 to May 3, Aug. 15 to 20, Oct. 24 to Nov. 8.
MONTREAL, CAN.—July 14 to 30.
NARAGANSETT PARK—July 12 to 14. W. W. Dexter, secy.
NASHUA, N. H.—Sept. 13 to 18.
NASHVILLE, TENN.—Tennessee Breeders' Association. April 27 to May 6, 1899. J. W. Burswurm, secy.
NEW HARMONY, IND.—Tri-State Racing Circuit. Sept. 12 to 16.
NEWARK, N. J.—July 26 to 29.
NEW HAMBURG, CAN.—Ontario Trotting and Pacing Circuit. July 6 and 7.
NEW PALTZ, N. Y.—Orange County Circuit. Aug. 30 to Sept. 2.
OLD ORCHARD, ME.—Breeders' Mile Track Association. Aug. 8 to 12 and Sept. 19 to 23. M. F. Porter, Mgr.
ONEONTA, N. Y.—Delaware & Hudson Circuit. Sept. 12 to 15.
OTTAWA, ONT., CANADA—Central Canada Turf Club. Oct. 3 to 8.
OWENSBORO, KY.—Tri-State Racing Circuit. Oct. 4 to 7.
PADUCAH, KY.—Paducah Fair and Exposition Association. Alex. Kirkland, secy. July 21 and 22, and Oct. 11 to 14.
PALESTINE, TEXAS—Nov. 16 to 19. Thos. Hall, secy.
PERTH, CAN.—Ontario Trotting and Pacing Circuit. July 26 to 28.
PORTLAND—Sept. 12. Grand Trotting Circuit.
PORTLAND, ME.—Rigby Stake Meeting. Aug. 1 to 5.
POUGHKEEPSIE, N. Y.—Central New York Circuit. Aug. 2 to 5.
POUGHKEEPSIE, N. Y.—Orange County Circuit. Aug. 2 to 5.
PROVIDENCE, R. I.—Narragansett Park Races. July 12 to 16.
PT. JERVIS, N. Y.—Orange County Circuit. Aug. 16 to 18.
READVILLE—Aug. 30. Grand Trotting Circuit.
ROCHESTER, N. Y.—Western New York Trotting Association. Aug. 8 to 11.
ROCHESTER, N. Y.—Aug. 8 to 10.
ROCKPORT, O.—Northeastern Ohio Circuit. June 15 to 17, July 20 to 22.
ROCKFORD, ILL.—Races. Dr. H. McClellan, mgr.
ROCKWOOD, TENN.—Rockwood Stock and Fair Association. Races. July 4.
ROME, N. Y.—Central New York Circuit. July 4 to 8.
SANDY HILL, N. Y.—Delaware & Hudson Circuit. Sept. 6 to 9.
SARATOGA, N. Y.—July 25 to Aug. 28. Saratoga Racing Association.
SCHOHARIE, N. Y.—Delaware & Hudson Circuit. Sept. 26 to 29.
SPRINGPORT, MICH.—Driving Park Association. Aug. 17 to 19.
STURGIS, MICH.—Sturgis Driving Club. C. D. Farr, secy. July 26 to 29.
TIFFIN, O.—July Races.
TROY, N. Y.—Central New York Circuit. July 25 to 27.
UTICA, N. Y.—Central New York Circuit. July 11 to 13.
VINELAND, N. J.—Trotting Association. John A. Dalley, secy.
WARREN, O.—Northeastern Ohio Circuit. June 28 to 30, Aug. 10 to 12.
WELLSVILLE, N. Y.—Lake Erie Trotting Circuit. July 4 to 7.
WESTCHESTER, N. Y.—Westchester Racing Association. May 7 to 26, Oct. 1 to 22.
WHITEHALL, WIS.—Northwestern Wisconsin Fair and Race Circuit. Aug. 30 to Sept. 2.
WINDSOR, CAN.—Aug. 2 to 18.

Dog Shows.

COLUMBUS, O.—Columbus Dog Fanciers' Club.
DALLAS, TEX.—Bench Show. Texas State Fair Association. Sydney Smith, secy. Oct. 1 to 16.

CONVENTIONS,

Fetes, Celebrations, Etc.

Under this heading we publish free of charge the dates of all notable events, which are likely to attract large concourses of people to any one particular city and for this reason prove of importance to advertisers, showmen, streetmen, general passenger agents, etc. The list is carefully revised and corrected monthly.

ALBANY, N. Y.—Tenth Annual Convention Young People's Christian Union of United Presbyterian Church. Aug. 3 to 8, 1898. Thos. C. Atchinson, mgr.
ALLENTOWN, PA.—Pennsylvania State Bill Posters' Convention. August, 1898.
ASHEVILLE, N. C.—National Liquor Dealers' Protective Association. Oct. 10 to 15.
ATLANTA, GA.—Confederate Veteran Reunion, July 20 to 23.
ATLANTIC CITY, N. J.—Jewish Chatauqua Society. July 9 to 24.
AUBURN, IND.—Carnival. Sept. 14 to 16. W. H. McIntyre, pres.
AURORA, ILL.—Ancient Order Hibernians. 1900. Daniel McGlynn, secy., St. Louis.
AUSTIN, TEXAS—Populists' Convention. July 27.
BALTIMORE, MD.—Independent Order of Free Sons of Israel. 1902.
BALTIMORE, MD.—American Pharmaceutical Association. Aug. 29 to Sept. 12. James H. Bobbitt, secy., Raleigh, N. C.
BALTIMORE, MD.—Supreme Council of Chosen Friends. 3d Tuesday Sept., 1899. S. K. Wagner, supreme secy., Phila., Pa.
BARRE, VT.—Sons of Veterans of Vermont. July 6 to 8.
BATH, ME.—State Firemen's Muster. Aug. 4 and 5.
BEDFORD, IND.—Bedford's Rod and Gun Club, Tournament. Jul y14 and 15.
BELLEFONTAINE, O.—Annual Reunion of 132d and 134th Regiments Ohio Volunteers. September.
BINGHAMTON, N. Y.—New York State Firemen's Association. Aug. 16 to 20.
BINGHAMTON, N. Y.—State Haymakers. Sept. 24.
BINGHAMTON, N. Y.—New York State Association of School Commissioners and Superintendents. November, 1898. Miss Cora A. Davis, secy., Whitesboro, N. Y.
BOSTON, MASS.—Catholic Total Abstinence Union. July.
BOSTON, MASS.—American Poultry Association. July 18, 1898.
BOSTON, MASS.—Sovereign Grand Lodge, I. O. O. F. 1898.
BOSTON, MASS.—Ancient Order Hibernians. July, 1898. Jas. O'Sullivan, nat. secy., Philadelphia, Pa.
BOSTON, MASS. — Mid-Summer Meeting American Whist League. July 11. Hotel Vendome. Pres. Mandell, Detroit.
BOSTON, MASS.—Massachusetts Charitable Mechanical Association. October and November.
BOSTON, MASS.—American Association for Advancement of Science Fiftieth Anniversary. August.
BOSTON, MASS.—American Street Railway Association. September or October.
BUFFALO, N. Y.—Baptist Young People's Union. July.
BUFFALO, N. Y.—New York State Bill Posters' Association Convention. July 11.
BUFFALO, N. Y.—National Hay Association. August.
BURLINGTON, VT.—National Division, Sons of Temperance. July 13 to 15.
CANISTEO, N. Y.—Steuben County Firemen's Association. During summer.
CAYUGA ISLAND, near Niagara Falls)—Pan American Exposition. May 1 to Nov. 1. Hon. W. Caryl Ely, Director; R. C. Hill, secy., Buffalo, N. Y.
CEDAR RAPIDS, IA.—Carnival. E. R. Shaw, secy. September.
CELERON, N. Y.—Photographers' Convention. July 11 to 16.
CHAUTAUQUA LAKE, N. Y.—American Association of Librarians, 1898. Melville Dewey, secy., Albany, N. Y.
CHESTNUT, PA.—State Federation of Women's Clubs. Mrs. Horace Brock, of Lebanon, Pa., pres. November.
CHICAGO, ILL.—International Association of Distributors. July 19 to 22. W. H. Steinbrenner, secy., Cincinnati.
CHICAGO, ILL.—Christian Union of Universalist Church. July 13 to 20.
CHICAGO, ILL.—State Federation of Women's Clubs. October.
CHICAGO, ILL.—National Editorial Association. September.
CINCINNATI, O.—National Association of Master House and Decorators of the United States. February, 1899.
CINCINNATI, O.—National Charities and Correction Congress. May, 1899.
CINCINNATI, O. -National Association of Stove Manufacturers. May, 1899.
CINCINNATI, O.—Annual Convention of Master Horseshoers. Oct. 11, 1898. W. J. Moore, secy., Pittsburg, Pa.
CINCINNATI, O.—Triennial Meeting General Grand Chapter. September, 1900.
CINCINNATI, O.—Saengerfest Jubilee. 1899.
CINCINNATI, O.—Catholic Knights of Ohio. 1898. James A. Dalley, secy., Toledo, O.
CINCINNATI, O.—Grand Council, R. A. M. Sept. 27. 1898.
CINCINNATI, O.—National Encampment G. A. R. Sept. 5 to 10.
CINCINNATI, O.—Grand Chapter. Sept. 28 and 29, 1898.
CINCINNATI, O.—German Day Association. Sept. 4.
CINCINNATI, O.—National Embalmers' Association. 1898.
CINCINNATI, O.—Supreme Council Ancient Accepted Scottish Rites. Sept. 20, 1898.
CINCINNATI, O.—Beta Theta Pi Fraternity Annual Convention. July, 1898.
CINCINNATI, O.—Wholesale Saddlery Association. Oct. 27 to 29.
CINCINNATI, O.—National Laundrymen's Association. 1898. H. W. Stoer, Cleveland, Ohio.
CINCINNATI, O.—Old Volunteer Firemen's Life Association. Feb. 22. 1899.
CINCINNATI, O.—Grand Court, Ohio Foresters. 1898.
CINCINNATI, O.—Y. M. C. A. Golden Jubilee. 1898.
CLEVELAND, O.—Brewmasters' National Association. September, 1898.
COLLEGE STATION, TEX.—State Agricultural Congress, at R. & M. College. July. J. H. Connell, director.
COLORADO SPRINGS, COL.—Colorado Sp'gs Carnival Aug. 25 to 30.
COLUMBUS, O.—State Convention of Federation of Women's Clubs. October.
COLUMBUS, O.—Masonic Grand Lodge. October, 1898.
COLUMBUS, O.—Grand Encampment I. O. O. F. July.
COLUMBUS, O.—American Medical Association. 1899. Joseph M. Matthews, pres., Louisville, Ky.
COLUMBUS, O.—State Convention Brotherhood of St. Andrew. July 5 and 6.
DAVENPORT, IA.—The Sangerfest of the Northwest. July 28 to 31.
DAYTON, O.—Democratic State Convention. Aug. 23 and 24.
DAYTON, O.—Fairview Park. Jas. Granbaum, Mgr.
DAYTON, O.—Southern Diocese of Ohio Convention. Bishop Vincent, Chairman, Cincinnati, O.
DECATUR, ILL.—Corn Festival. Oct. 22 to 29.
DENVER, COL.—Roadmasters' Association of America. Summer of 1898.
DENVER, COL.—American Bankers' Association. Sept. 1.
DENVER, COL.—Railroad Commissioners. 1899.
DENVER, COL.—National Dairy Commissioners' Association. August.
DENVER, COL.—National Editorial Association. Sept. 6 to 10.
DETROIT, MICH.—League of American Municipalities. Aug. 1 to 4.
DETROIT, MICH.—National Evangelization Union. 1898. Rev. F. Mason, secy., North New York.
DETROIT, MICH.—American Society of Civil Engineers. July. 1898.
DETROIT, MICH.—Amalgamated Association of Iron and Steel Workers. May, 1899. John Williams, Pittsburg, Pa., secy. and treas.
DETROIT, MICH.—National Canned Goods Packers' Association. Western Canned Goods Packers' Association; Canning Machinery and Supplies Association. February, 1899.
DETROIT, MICH.—Michigan Hardware Association. July 13 and 14. Henry C. Minnie, secy.
DETROIT, MICH.—International Association of Coupon Ticket Agents. September, 1898.
DETROIT, MICH.—Quarter-Centennial Celebration Michigan Board of Health. July 30.
DETROIT, MICH.—National Association of Local Fire Insurance Agents. July 15 and 16.
EBENSBURG, PA.—State Dental Association. July 11 to 13.
ELMIRA, N. Y.—Independent Order Odd Fellows. August, 1898.
ELMIRA, N. Y.—National Convention of Police and Alarm Superintendents. Aug. 9 and 10.
FREDERICK CITY, MD.—United Brethren Church of United States and Europe Centennial Celebration. 1901.
FREDONIA, KAS.—Annual Convention Emporia District Epworth League. Aug. 16 to 18. G. L. Darby, secy., Howard.
FRYEBURG, ME. — Chatauqua Assembly. Aug. 2 to 20.
FT. WAYNE, IND.—North Indiana Teachers' Association. April, 1899. W. C. Bellman, Hammond, Ind., pres.
GAINESVILLE, KAS.—Chatauqua Convention. July 7 to 17. H. W. Van Hoose, mg.
GOLDSBORO, N. C.—State Firemen's Tournament. July 26 to 28.
GRAND RAPIDS, MICH.—State Firemen's Convention. 1899. Geo. L. Gray, secy. and treas., La Peer, Mich.
GRAND RAPIDS, MICH.—Railroad Master Blacksmiths' National Convention. 2nd Tuesday September, 1898. D. D. Garrabrandt, secy., Atchison, Kas.
GRAND RAPIDS, MICH.—Pythian Grand Lodge. 1899.
GREELEY, COL.—State Federation of Clubs. Oct. 11 and 12.
GREEN BAY, WIS.—League of American Wheelmen. Aug. 16 to 18.
GUADENHUTTEN, O.—Centennial Celebration. September.
GUERNEVILLE, CAL.—Water carnival.
HARRISBURG, PA.—Traveling Men's Club. February, 1899. Fred L. Morganthaler, secy.
HARRODSBURG, KY.—Mexican Veterans Meeting. Sept. 20.
HOUGHTON, MICH.—Upper Peninsula Firemen's Association. Aug. 3 to 6.
HOUSTON, TEXAS—Afro-American Fair.
INDIANAPOLIS, IND.—Conclave of the Supreme Lodge, K. of P. Aug. 25, 1898.
INDIANAPOLIS, IND.—Convention Improved Order of Red Men. Sept. 13, 1898.
INDIANAPOLIS, IND.—National Laymen's Convention. M. E. Church. October, 1898.
INDIANAPOLIS, IND.—National Convention Epworth League. 1899.
INDIANAPOLIS, IND.—National Prison Congress. September, 1898.
INDIANAPOLIS, IND.—League of American Wheelmen. Aug. 9 to 13.
INDIANAPOLIS, IND.—National Prison Congress. October.
INDIANAPOLIS, IND.—Racing meet, L. A. W. Aug. 9 to 13.
KANSAS CITY, MO.—Colored Baptists. September, 1898.
KANSAS CITY, MO.—American National Baptist Convention.
KANSAS CITY, MO.—National Harness Manufacturers' and Dealers' Protective Association. Sept. 13 to 15.
KANSAS CITY, MO.—American Federation of Labor. December, 1898. Frank Morrison, secy.
KANSAS CITY, MO.—National Building Trades Council, 1898. W. H. Steinbiss, secy., St. Louis, Mo.
LAKE SUNAPEE, N. H.—New Hampshire Federation of Women's Clubs. Summer.
LEBANON, PA.—Knights of Pythians State Convention Aug. 9 to 11.
LEBANON, PA.—Firemen's Convention and Tournament. Oct. 3 to 8.
LITTLE ROCK, ARK.—Arkansas State Sportsman Association. Paul R. Litzke, secy. July 26 to 28.
LOS ANGELES, CAL.—La Fiesta. May 2 to 7.
LOS ANGELES, CAL.—Women's Christian Temperance Union. November.
LOUISVILLE, KY.—T. P. A. Convention. 1898. Charles R. Duffin, national pres., Terre Haute, Ind.; Louis T. Le Beaume, secy., St. Louis.
LOUISVILLE, KY.—Salesmen's Benevolent Association. July.
LOUISVILLE, KY.—Louisville Columbarian Association. W. H. Adams, secy. Nov. 30 to Dec. 3.
MACON, GA.—Diamond Jubilee Carnival. October.
MARLBOROUGH, N. Y.—Trophy Shoot, Hudson River Trap Shooters' League. Aug. 31 and Sept. 1. Rogers, manager.
MAYSVILLE, KY.—Grand Encampment, Odd Fellows. May, 1899.
MEADVILLE, PA.—Inter-State Association Tournament. Chas. Stein, secy. July 6 and 7.
MERIDEN, CONN.—Inter-State Association Tournament. C. S. Howard, secy. July 27 and 28.
MEXICO, MO.—State Industrial Exposition. Dec. 12 to 17, 1898.
MIDDLEBURY, VT.—Vermont State Firemen's Association. July 20 to 21.
MILWAUKEE, WIS. — National Catholic Teachers' Convention. Aug. 2 and 4. Address Catholic Normal School, St. Francis, Wis.
MILWAUKEE, WIS.—National Hardware Association. Nov. 16, 1898.
MILWAUKEE, WIS.—National Brotherhood of Locomotive Engineers. 1899.
MILWAUKEE, WIS.—Western Gas Association. 1899.

DENISON, IA. POPULATION 2,800. COUNTY 22,000.
List of farmers' names of the county.
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MILWAUKEE, WIS.—Convention of United Typothetae. Aug. 23 to 26.
MILWAUKEE, WIS.—National Eisteddfod. January, 1899.
MUNCIE, IND.—Green Bottle Blowers' Association of United States and Canada. July.
MUSKEGON, MICH.—State Press Association. July 18 and 19.
NASHVILLE, TENN.—International C. E. Convention. July 5 to 12. B. F. Alexander, secy.
NEW ORLEANS, LA.—Brotherhood of R. R. Trainmen. May, 1899.
NEW ORLEANS, LA.—National Association of Master Plumbers. 1899.
NEWPORT NEWS, VA.—Virginia State Firemen's Convention. September.
NEWTOWN, VT.—Oat races. Decoration Day.
NEW YORK CITY—National Sculpture Society. 1898. Mr. Barr Ferree, secy., 112 Wall Street.
NEW YORK CITY.—National Music Teachers' Association. 1898. James P. Keough, secy., New York City.
NEW YORK—Grocers' Exhibition. October. J. W. Callahan, Managing Director.
NEW YORK CITY—Society of the Cincinnati. May, 1899.
NIAGARA FALLS—Pan-American Exposition. May 1 to Nov. 1, 1899. R. C. Hill, secy., Buffalo, N. Y.
NORTH CONWAY, N. H.—American Institute of Instruction. July 5 to 8.
NORTHPORT, ME.—State Convention, Epworth League. Sept. 7 to 9.
OMAHA, NEB.—Supreme Council, Ancient and Accepted Scottish Rite, Southern and Western Masonic Jurisdiction. October, 1898.
OMAHA, NEB.—Sons of Veterans' National Encampment. September, 1898. Charles K. Darling, Commander-in-Chief.
OMAHA, NEB.—National Eclectic Convention. 1898.
OMAHA, NEB.—National Road Parliament. 1898.
OMAHA, NEB.—Louisiana Press Association. 1898.
OMAHA, NEB.—Surgical and Geneological Association. Dec. 26 to 29. G. H. Simmons, secy., Lincoln, Neb.
OMAHA, NEB.—American Association of nass, secy., Brownville, Neb. Oct. 26, 1898.
OMAHA, NEB.—American Institute of Electrical Engineers. R. B. Owens, secy., Omaha. July 5 to 8.
OMAHA, NEB.—Nebraska Saengerbund. Max Hierman, secy., Arlington Block, Omaha. August.
OMAHA, NEB.—American Maize Propaganda. B. W. Snow, secy., Chicago. Ill. October.
OMAHA, NSB.—National Council of Women. May Wright Sewall, pres., Indianapolis. Oct. 24 to 29.
OMAHA, NEB.—Liberal Congress of Religions. Rev. Jenkins L. Jones, 3939 Langley ave., Chicago, Ill. Oct. 16 to 25.
OMAHA, NEB.—National Household Economic Association. Miss Ellen F. Marshall, secy., 1882 W. 22d st., Chicago. Oct. 17.
OMAHA, NEB.—Congress of Social Economics. Victor Rosewater, secy., Omaha, Neb. Sept. 12 to 17.
OMAHA, NEB.—Congress of Christian Activities. Rev. F. A. Warfield, of Omaha, chairman. September.
OMAHA, NEB.—Trans-Mississippi Turnfest. June 30 to July 3. Philip Andres, secy.
OMAHA, NEB.—Grand Lodge, K. of P. Oct. 11. Will H. Love, Lincoln, Neb., secy.
OMAHA, NEB.—National Funeral Directors' Association. Oct. 12. Chas. W. Nuily, Philadelphia, Pa., secy.
OMAHA, NEB.—National Dental Society. Sept. 2. Dr. Emma E. Chase, 3334 Washington avenue, St. Louis, Mo., secy.
OMAHA, NEB.—Nebraska Dental Association. Aug. 29. W. H. Lately, secy.
OMAHA, NEB. — National Association of Dental Examiners. Sept. 2 and 3. Chas. A. Mecker, 29 Fulton street, Newark, N. J., secy.
OMAHA, NEB. — National Association of Dental Faculties. Sept. 2 and 3. Dr. J. H. Kennedy, St. Louis, Mo., secy.
OMAHA, NEB.—Annual Convention American Cemetery Superintendents. Sept. 12 to 17. Frank Eschbach, Detroit, Mich., secy.
OMAHA, NEB.—Nebraska State Association Funeral Directors. Sept. 12 to 14. Peter Dell Norfolk, Neb., secy.
OMAHA, NEB.—Society of American Florists. Aug. 16 to 19. William J. Stewart, Bromfield street, Boston, Mass., secy.
OMAHA, NEB.—Western Traveling Men's Association. Arthur LRrdle,ags7 ut&rDh Accident Association. July. Arthur L. Shutz, Grand Island, Neb., secy.
OMAHA, NEB.—Trans-Mississippi Fruit Festival Association. June 1 to Nov. 1. G. W. Hervey, secy.
OMAHA, NEB.—Nebraska State Horticultural Society. July. C. H. Barnard, Table Rock, Neb., secy.
OMAHA, NEB.—American Association of Farmers' Institute Managers. October. F. W. Taylor, secy.
OMAHA, NEB.—Independent Order of Foresters. July 19. Finley L. Combs, 118 South 15th street, Omaha, secy.
OMAHA, NEB.—National Alliance Theatrical Stage Employes. July 18. J. Bayard, secy.
OMAHA, NEB.—United States League Local Loan and Building Associations. July 27 and 28. H. F. Cellarius, Cincinnati, O., secy.
OMAHA, NEB.—Bohemian Day Trans-Mississippi and International Exposition. Aug. 27. V. J. Sebek, secy.
OMAHA, NEB.—Western District Bohemian Tournament. Aug. 28 to 30. V. J. Sebek, secy.
OMAHA, NEB.—National Convention Bohemian Turners. Aug. 31. B. Bartos, secy.
OTTAWA, KAS.—American Public Health Association. September, 1898. Dr. C. O. Probst, secy., Columbus, O.
OTTAWA, ONT., CAN.—American Public Health Association. Sept. 27.
OTTAWA, ONT., CANADA—Allied Printing Crafts Union. June, 1899.
PALMYRA, MO.—Missouri Amateur Shooting Association, Eighth Annual Tournament. W. W. Bates, secy. July 19 and 21.
PARIS, FRANCE—National Editorial Association. 1900.
PATCHOGUE, L. I.—New York Press Association. July 1.
PATCHOGUE, L. I.—Junior Order United American Mechanics. Labor Day.
PHILADELPHIA, PA.—German - American Journalists' Association. Date not decided.
PHILADELPHIA, PA.—National Association of Agricultural Implemnts and Vehicle Manufacturers. September. W. P. Molan, secy.
PHILADELPHIA, PA.—Food Show. Second Regiment Armory. Autumn, 1898.
PHILADELPHIA, PA.—International Commercial Congress. June, 1899.
PITTSBURG, PA.—International Astronomical Congress. May, 1900. C. W. Scovil, secy.
PITTSBURG, PA.—Grand Encampment of Knights Templars. 2d Tuesday in October, 1898. W. B. Melish, Fr. Junior Warden.
PITTSBURG, PA.—Biennial Convention of the Knights and Ladies of Honor of Pennsylvania. 1899. Grand secy., Fred Voelcker, Philadelphia.
PITTSBURG, PA.—American Association of Obstetricians and Gynecologists. Sept. 20 to 25.
PORTLAND, ME.—New England State Firemen's Tournament. Aug. 18.
PORTLAND, ME.—Maine Pharmaceutical Association's Aunual Meeting. July 7 and 8.
PORTLAND, ORE.—Tenth Triennial Council of Congregational Church. July 7 to 12.
POUGHKEEPSIE, N. Y.—Trophy Shoot, Hudson River Trap Shooters' League. July 14 and 15. J. B. Rogers, manager.
RICHMOND, IND.—National Conference of Friends. August, 1898.
RICHMOND, VA.—Association of Railway Superintendents of Bridges and Buildings. Oct. 18.
ROCK ISLAND, ILL.—Union Veterans' Union. 1898. Gen. H. L. Street, Commander-in-Chief. Washington, D. C.
SALT LAKE CITY, UTAH.—International Mining Congress. July 6 to 9.
SANDUSKY, O.—Master Painters' and Decorators. July 26 to 28.
SAN FRANCISCO, CAL.—N. A. Turner's Union Convention. July 5.
SAN FRANCISCO, CAL.—Northern Baptist Convention. 1899.
SAN GABRIEL, N. MEX.—Historical Celebration. 300th Anniversary. July 13.
SAN JOSE, CAL.—July Festival of Turners of Pacific Coast. July 9 to 12.
SARATOGA SPRINGS, N. Y.—Convention of Young People's Christian Union of United Persbyterian Church. Thos. C. Atchison, Carnegie, Pa. Aug. 3 to 8.
SCHENEVUS, N. Y.—Otsego County Firemen's Association. July 20 and 21.
SHELBYVILLE, IND. — Southern Indiana Teachers' Association. March, 1899.
SPOKANE, WASH.—Washington State Bar Association. July 20.
SPRINGFIELD, ILL.—Illinois Sheep Breeders' Association. Nov. 16 to 18. John G. SPRINGFIELD, MASS.—State Encampment G. A. R. 1899.
SPRINGFIELD, O.—Master Plumbers' Convention. 1898.
ST. LOUIS, MO.—Wholesale Drug Association National Convention. October, 1898.
ST. LOUIS, MO.—Carriage Builders' National Association. September, 1898. H. C. McLear, secy., Wilmington, Del.
ST. LOUIS, MO.—Independent Order of Red Men. March, 1899.
ST. LOUIS, MO.—American Fire Chief's Association. Oct. 18.
ST. LOUIS, MO.—Cattlemen of United States, Canada and Mexico. Autumn.
ST. LOUIS, MO.—Elks' Convention. 1900
ST. PAUL, MINN.—Minnesota Retail Hardware Association. J. W. Clark, secy., Minneapolis, Minn. 1899.

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Bradstreet & Dun's Agency. Scranton Board of Trade. M. & M. Bank. Scranton Savings Bank. Not Members of I. A. D. but willing to be. Pinkham Medicine Co., Lynn, Mass. Warner Safe Yeast Co., Rochester. Many Others. } Scranton.
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YOU Want Your Paper on the Billboards During the **KANSAS STATE FAIR,** Held at Wichita, Sept. 19 to 24.
WE Own all the Locations. Best of Service.
KANSAS BILLPOSTING COMPANY.
E. L. MARTLING, Mgr. Wichita Branch.
Member I. A. of D.

Q. NERVIONE
66 N. Franklin St., CHICAGO, ILL.
TOY Manufacturer.
Wholesaler of RUBBER TOY
BALLOONS.
ADVERTISING BALLOONS Q. NERVIONE
Finest Assortment of Fresh Rubber Goods, Hydrogen Inflating Machines, Illuminating Gas Bellows, Whistling Balloons, Whips, Novelties, etc. We solicit your correspondence.

SEND FOR CATALOGUE: THE AMERICAN PROCESS ENG. CO.
Best Cut Makers in America!
FINEST HALF TONES. LITHOGRAVURES. ILLUSTRATIONS.
BEST LINE ZINC ETCHING. WOOD ENGRAVING OF ALL KINDS.
BUTLER BLDG CINCINNATI, O.

ELWOOD BILL POSTING CO. (Licensed) **ELWOOD, IND.**
JAMES I. BORST, Manager. W. E. CLARK, Secretary and Treasurer.
The best town in the Gas Belt. Bill Posting, Distributing and Card Tacking promptly attended to under our own personal supervision.
It pays to advertise here. Members Indiana B. P. Association.

NEW JERSEY. EVANS & SUMMERSETT ADV. CO., Established 1898. L. O. SUMMERSETT, Manager. We distribute booklets, pamphlets, samples, circulars, etc., in any town in New Jersey. We tack signs anywhere in New Jersey. We paint signs on fences, bridges, buildings, etc., anywhere in Monmouth County.
P. O. BOX, 809, OFFICE, 5 CENTRAL AVENUE, RED BANK, N. J.
If you want to advertise anything anywhere in New Jersey, at any time, write to us about it

THE INTERNATIONAL ASSOCIATION OF DISTRIBUTORS

Will hold its 3rd Annual Convention in the big banquet hall of the LELAND HOTEL at

CHICAGO, JULY 19-22, '98.

The attendance promises to be very large. Much interest is manifested by all the large advertisers, many of whom will send representatives. A cordial invitation is extended to all distributors, whether members of the I. A. of D. or not.

The Leland Hotel makes a very low special rate to all delegates and members.

President Reid will call the Convention to order at 10:00 A. M., sharp, on Tuesday. the 19th, and all delegates are requested to govern themselves accordingly.

Respectfully submitted,

W. H. STEINBRENNER, Sec'y.

JOHN T. WILLIAMS

SECRETARY AND MANAGER.

N. W. B. P. and Adv. Co.

H. F. TODD, ASSISTANT MANAGER.

MEMBER OF THE INTERNATIONAL ASSOCIATION OF DISTRIBUTORS.

346 MORRISON ST., POP. 90,000. PORTLAND, ORE.

Wilmington Bill Posting and Distributing Co.,

WILMINGTON, DEL.

POPULATION OF CITY, 75,000.

JESSE K. BAYLIS, GEO. W. JACKSON, } PROPRIETORS

OFFICE: GRAND OPERA HOUSE.

TAMAQUA, PA. Pop. 8,000. Bill Poster, Distributor and Sign Tacker. Geo. A. Jacobs, L. B. 446. Member I. A. of D.

The E. L. Kinneman LICENSED BILLPOSTING CO. Marion, Ind.

Up-to-date Billposters, Distributors and General Out-door Advertisers. Control all Boards and Advertising Space in Marion, pop. 22,000; Jonesboro, 3,000; Gas City, 5,000; Fairmount, 4,000. Total 34,000. All boards on Electric, Pan Handle, Big Four and Clover Leaf Lines. Capacity 4,000 sheets

HARKNESS • BILL... POSTER.

New Boards. Locations the Best.

STOCKTON, CAL.

SAY FRIENDS!

If people will read my advertisement in this paper, they will surely read yours when posted in good locations or when distributed properly. We guarantee all work. No boys, but men with fifteen years experience. Capacity for County of Appanose, 2,000. For Posting 3,000. Signs, Bills, Circulars or Samples, 10,000. Write for prices and route list. Yours respectfully,

ROOT & FINK, Appanose County Bill Posters, CENTERVILLE, IOWA.

ANDREW J. COPNER, City Bill Poster and Distributor.

SALEM, N. J.

BEATRICE, NEB. Population, 13,000

The J. H. Martin Co. Licensed Bill Posters and Distributors.

Own and Control 1500 feet of boards.

MEMBER I. A. OF D. AND A. B. P.

BILLBOARD PLANT

FOR SALE OR LEASE.

Good Paying Business. Fine Boards. All built of flooring. City of 30,000. Other business prevents me from giving this proper attention. For further particulars address: Box 45, Columbus, Ga.

Do You want to reach about 20,000 of the most intelligent and well-to-do people in the United States through a medium that has the respect and confidence of its readers, because it excludes advertising of a doubtful kind from its columns? If so,

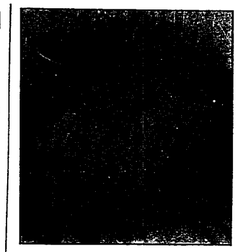
ADVERTISE IN **PUBLIC OPINION**

The nature of the articles reproduced in PUBLIC OPINION is the surest index to the character of its constituency. The departments of American and Foreign Affairs, Sociology, Science, Religion, Letters and Art, and Business and Finance are supplied each week from a sifting of the best articles that can be selected after a reading of about 3,000 newspapers, magazines and reviews both American and foreign. If you are not familiar with PUBLIC OPINION let us send you a sample copy and talk with you about advertising rates.

IT WILL PAY YOU. (IT PAYS OTHERS.)

THE PUBLIC OPINION CO.

13 Astor Place, • NEW YORK CITY.



We Want Distributors.

Send for our proposition to furnish you a specially designed letter head, half tone cuts or any kind of engraved work. No expenditure of cash. Any distributor can earn good pay in this way. Send for the proposition and judge for yourself. Portraits a specialty.

The Advertising World, Columbus, Ohio.

WATERLOO, WISCONSIN. Population 1,500.

E. E. LESCHINGER,

Bill Poster and Distributor.

Special Attention Given to Furnishing Grounds, License, and Everything Needed for Circuses, at Lowest Prices.

WATERLOO OPERA HOUSE.

Wanted:

Good Attractions of All Kinds.

Write For Information.

E. E. LESCHINGER, MANAGER.

THE LEADING SHOW PRINTERS (LITHOGRAPHIC OR BLOCK) IN THE UNITED STATES USE

THE AULT & WIBORG CO'S POSTER INKS

ARE YOU ONE OF THEM? THE AULT & WIBORG CO. CINCINNATI, NEW YORK, CHICAGO, ST. LOUIS.

The International Bill Posting Ass'n

Of the United States and Canada,

Will hold its regular annual convention at the Leland Hotel,

CHICAGO, JULY 19th--22nd,

For further information apply to any of the following officers:

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O. P. FAIRCHILD & CO.

BILL POSTERS AND DISTRIBUTORS

24 East Fifth Street,

COVINGTON, KY.

NOTICE!—When looking for a person in IRONTON, O. and vicinity to distribute circulars, pamphlets, invitations, almanacs, calendars, books, magazines, newspapers, samples, soap and drugs, tacking up signs, etc., don't forget to call on, or address: H. C. CROSSLEY, No. 109 N. 5th Street, of that city. He has had over five years experience as a local advertiser, and guarantees all work. Best of reference given.

A SPECIAL OFFER

—OF—

Business

The Office Paper

FOUR MONTHS FOR 25 CENTS.

BUSINESS will be sent to any address for four months for 25c as a trial.

BUSINESS is a paper for business men, and treats upon all subjects in which business men are interested.

SUBSCRIPTION $1.00 A YEAR.

BUSINESS PUBLISHING CO., 13 Astor Place, New York.

If you want returns from your distributing in BOSTON, you should try our guaranteed front door house-to-house distributing. Boston Distributing Co., 196 Causeway Street, Boston, Mass.

OSWEGO, N. Y. Also Sodus, Pulaski, Watertown, Minetto, Phoenix,
F. E. MUNROE, Fulton and Mexico. Best of
Bill Poster and Distributor. references.

NEWPORT KY. the metropolis of Campbell County, and Dayton, Bellevue, and Brilliant, and 7 minor cities. Our Boards reach a gross population of 60,000. G. H. Otting & Son Member A. B. P. & I. A. D. York St., Newport, Ky. Sole Licen ed Bill Posters in Campbell County.

E. M. FRITZ

BILL POSTING AND DISTRIBUTING

OSKALOOSA, IOWA.

HUTCHINSON, KAS. Population, 10,000.

W. A. LOE, City Bill Poster, controls all the billboards. Bill posting, distributing and tacking solicited. Office, 102 Opera House Block.

drop a nickel

In an envelope addressed The Ad Sense Company No. 160 Washington Street Chicago and get a Sample Copy of

Ad Sense

a Journal of Advertising and Business Methods a Happy Combination of Sense and Good Printing

J. H. HAYNES & SONS,

Sign Tacking, Sampling, Distributing. Cover 6 towns, population 10,000. Member I. A. of D. No boys—all men. 262 Mulberry Street,

IRONTON, O.

ALLEN'S PRESS CLIPPING BUREAU

Deals in all kinds of NEWSPAPER INFORMATION. Advance reports on all contract work. Main office, 510 Montgomery street, SAN FRANCISCO.

I DISTRIBUTE

CINCINNATI

And I distribute every other town in the United States and Canada.

In Cincinnati, I give the service my personal attention, but I can get you just as good service in other cities.

How?

Well, because I know the men who do the work.

I know those who are to be depended on, and those who are not.

I can follow up work closer and better than any other person in the United States.

I can save you all the bother of correspondence, shipping, inspecting, etc., for I do it all myself. Furthermore it does not cost you a cent, because I am paid a commission by the Distibutors.

W. H. STEINBRENNER,

519 Main Street, CINCINNATI, O.

Member of the International Association of Distributors.

Bill Posters and Distributors

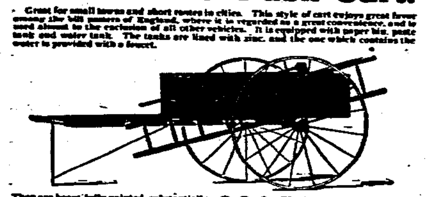
SHOULD OWN EITHER A

WAGON OR CART

You can get a wagon built by a village blacksmith, and doubtless, too, you could get a saddler to make you a pair of shoes, but what is the use when you can go to a firm who make a specialty of the very thing you want. We can give you a better vehicle for half the price you will pay at home.

Bill Posters' Push Cart.

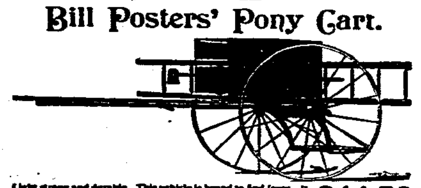
Great for small towns and short routes in cities. This style of cart enjoys great favor among the bill posters of England, where it is regarded as a great convenience, and is used almost to the exclusion of all other vehicles. It is equipped with paper bin, paste tank and water tank. The tanks are lined with zinc, and the one which contains the water is provided with a faucet.



They are beaut fully painted, substantially built. Will last a lifetime, and I sell them at the phenomenally low price of $24.50 EACH.

No extra charge for painting firm name on the sides.

Bill Posters' Pony Cart.



Light strong and durable. This vehicle is bound to find favor. It is the handiest thing imaginable. Has paste tank, water tank, etc., and we furnish complete for the remarkably low price of $44.50

Bill Posters' Wagons.

We make them in almost infinite variety. We have them with shafts and with poles, with and without tops, in fact in every style imaginable. This is one we make in three sizes, at the following prices, viz:

A—$90.00. B—$100.00. C—130.00.

Address JOHN H. MICHAEL,

Manufacturer Bill Posters' Vehicles,

225, 227, 229 East 8th St, CINCINNATI, O.

We have just completed a new distributor's wagon. It is a marvel of convenience and utility. Photos free to intending purchasers.

ROBERT & LINN LUCE,

READERS OF NEWSPAPERS AND DEALERS IN NEWSPAPER INFORMATION

UNDER THE NAME OF

—THE—

Press Clipping Bureau

—AT—

13 Chambers St., New York.

68 Devonshire St., Boston.

Comm'l-Tribune Bldg., Cincinnati.

Railroad Bldg., Denver.

(Address the Nearest Office.)

H. K. APPLE, Bill Poster and General Advertiser. Satisfaction Guaranteed. Private space. Member National Association. This Association guarantees the work of all its members. Try them.

709 Philadelphia Street, INDIANA, PA.

MEMPHIS, TENN.

VAN BEUREN & CO.,

Bill Posters and Distributors. 43 GAYOSO St.

GREAT REDUCTION on our Roman Finished Flag Button and other War Goods. We manufacture the *best sellers*. Send for samples.

Juergens Bros. Novelty Co., 194 Broadway, New York.

ACCOUNTICS.

A monthly magazine devoted to Accounting as the vital element of business. It contains the leading papers and debates of all the Accountant's Associations, together with original inquiries and investigations The most eminent accountants are contributors.

SCIENCE OF ACCOUNTS.
ART OF BOOK-KEEPING.

ACCOUNTICS answers questions in higher accounting and book-keeping practice; contains independent Reviews and Criticisms of books on Accounting and Encomic topics; fully illustrated; carefully printed; edited by A. O. KITTREDGE. Subscription One Dollar a year.

Accountics' Association,
Wool Exchange, New York.

JOHNSON

and 45,000 other people live in Elmira, N. Y., but he does the Posting and Distributing. Licensed; Reliable as most banks. Also handles Elmira Heights and historic Horseheads. E. L. JOHNSON, Manager Auditorium.

Brantford, Ontario, Can. Pop. 17,000 County, 50,000 | **C. M. SMITH & CO.** Members I. B. P. A. and I. A. of D.

Bloomington, Ills. And Suburbs.

POPULATION 35,000. We are sole owners of all the Billboards, and have the only license for Distributing. Sign Tacking. Country Work a specialty. Publishers of Theatre Program.

BLOOMINGTON BILL POSTING CO.

In offering the services of the

United Press News Bureau

We beg to announce that we have succeeded to and united the several business interests heretofore conducted by the Register Press Clipping Bureau, the Press Cutting Co., the United Press Clipping Bureau, and the E. S. Morrison Press Clipping Bureau.

We are now occupying a space of eight large offices

With a carefully trained force of proficient readers,

And have an exchange list that thoroughly covers every section of the United States and Canada

We feel no hesitancy in asserting that we can fill any order entrusted to us.

Service equal to the best at a price as low as he lowest.

New customers we will serve on trial for two weeks, without charge, provided that if we get an order we charge from the start.

We solicit your patronage.

Respectfully,

United Press News Bureau,
134 VAN BUREN ST.,
CHICAGO.

FRANK LITTLE & SON, Bill Poster and Distributor. PORTLAND, MICH. Pop. 2,000.

CITY BILL POSTING CO.,
HARRY B. BUSSING, Manager.
NORWALK, CONN.

JOHN H. JONES, - The Honest, Distributor. Member I. A. D. N. W. Cor. Mount and McHenry Sts., BALTIMORE, MD.

PROFITABLE ADVERTISING!

The Advertiser's Trade Journal. Fully illustrated, bright, original, up to date. Poster department. The handsomest publication of its kind. 10c. brings a sample copy if you mention THE BILLBOARD. KATE E. GRISWOLD, Ed. and Pub., 27 School Street, BOSTON, MASS.

Advertise with ... **HENRY WERNER,**
City Bill Poster and Distributor,
AT WINONA, MINN.
3,000 Running Feet of Boards in Good Locations!

VALLE & BRO. ADVERTISING CO., Arroyo, Cameron Co. Tex.

Distributes circulars, samples, books and all kinds of advertising matter. Tack up signs, bills, etc. The territory is Brownsville, Tex., Pop 7,000; Matamoros, Mex., Pop. 11,000; Hidalgo, Tex., and Reynosa, Mex., Pop. 4,000. Member of Will. A. Molton Adv. Co., International Association of Distributors, United Manufacturers Publishing Advertising Co. Furnishes good references.

Press Clippings. Keep Up to Date!

If you want the BEST things printed on any particular subject, or ALL that is published about it everywhere—in dailies, weeklies, magazines and miscellaneous publications—**you can get it from us.**

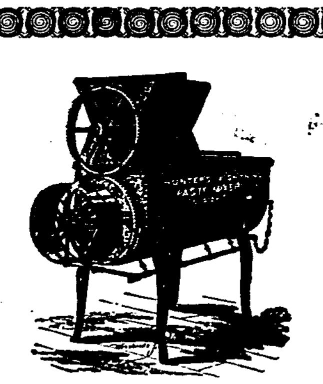
Material for Speeches, Sermons, Essays, Novels, Scrap-Books, Statistics, etc.

Addresses of PROBABLE BUYERS for just the goods you have to sell.

RATES: $1.00 PER MONTH AND UPWARD.

Let us know what you are interested in and we will quote you rates.

THE CHICAGO PRESS CLIPPING BUREAU,--56 Fifth Avenue, Chicago.



THE above cut shows one of our Paste Mixers for Bill Posters. We make three grades (Good, Better, Best). Prices to suit all.

Our catalogue tells all about them. It is sent free on application.

JUST SUPPOSE

That there was a machine that would make you from three to five dollars a day. would you buy it?

AS A MATTER OF FACT

There is such a machine. It makes more paste from less flour than you can well imagine. It makes better paste cheaper than you think.

Take a Minute and a Postal—write us and we will tell you all about it.

J. H. DAY & CO. 1144 R. HARRISON AVE. CINCINNATI, O.

We make Posters. We make good, business-bringing, result-producing Posters. Our Posters are strong, assertive, apt and striking. Our Posters stand out on the the most crowded Billboards. They are dominant and convincing. And, mark you, they cost no more than ordinary paper.

Excursion Posters.

The scope, variety and extent of our line of syndicated posters can be judged in part by our list of Excursion Posters. We have them for everything. If it's a Railroad Excursion, we have six different designs. We have them suitable for Trolley Excursions and for River Steamers; in these latter we have the Eastern style of Steamer and the Western Steamboat. If the Excursion is under the auspices of the I. O. O. F., B. P. O. E., K. P., K. St. J., etc., we have posters suitable therefor. If it is to a Grove or a Bathing Beach, we can fit it out at two hours' notice. When you want to advertise an Excursion, write us about it.

Posters for Fairs.

We have more "stock" or "syndicated" posters for Agricultural and Industrial Fairs than all other houses combined. Our designs range over everything:—Running Races, Trotting Races, Bicycle Races, Athletic Contests, Hippodrome Races, Balloon Ascensions, Acrobatic Features (of all kinds), Poultry Shows, Bench Shows—in fact anything and everything that a Fair can possibly feature or advertise.

Write for our Catalogues.

Samples free.

Patriotic Posters.

We have the largest and most complete line of Patriotic and War Posters on the market. They are having an immense run at present, and will prove popular for months to come. Write us for samples. They are very attractive and suitable for any purpose.

Agents and Streetmen.

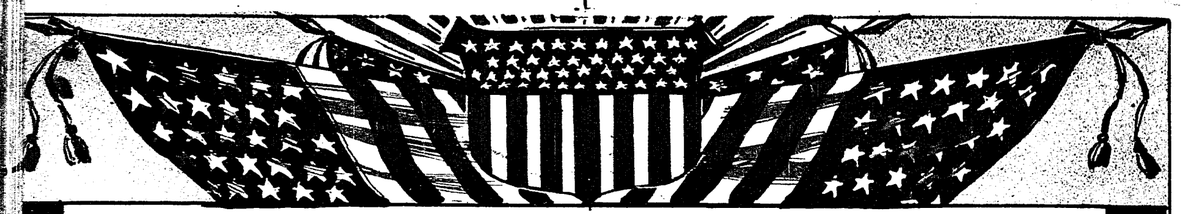
We have the hottest line of quick sellers in our pictures of **WAR HEROES.** They are illuminated, beautifully finished in bright colors, and measure 20 inches wide by 30 inches high. The list embraces Dewey, Sampson, Schley, Lee, Hobson and McKinley. We also have Old Glory, The Star Spangled Banner, Double American Flag and Cuba and America, same size and style as the war heroes. The price is $2.50 per 100. You can have them assorted if you so desire, but no order for less than 100 will be accepted, and cash must accompany the order. NO SAMPLES FREE. Send 50 cents for a complete set or four cents each for single copies, which includes postage. *If you can sell anything you can sell these. You only have to show them and tell the price.*

Whenever you want Posters write us about it. Don't delay; write today.

THE DONALDSON LITHO. CO.

CINCINNATI, O.

We print and we post. We will do it all for you.
We will design, print, apportion, distribute,
check and prove.



The only Broadway service. The only 6th Avenue L road service. All at stations.

The only 3rd Avenue L road service. All at stations.

The only 9th and 2nd Avenue L road Station Service. The only Lexington Avenue Cable road service.

The only Columbus Avenue Cable road service.

The c... Pennsylvania Ferry service. The only N. Y. C. & H. R. R. R. service worthy the name.

The Ideal Bill Posting Plant of America.

HARRY MUNSON

Owns More and Better Billboards in Better Locations than all other Metropolitan Plants combined.

Munson's Boards are located on the main thoroughfares, drives, boulevards, cycle paths and car lines

Billboards built of Galvanized Iron—no unsightly cracks or breaks in the posters placed on these boards.

Munson designs, prints, posts and checks.

Whether it's Metropolitan or Provincial service you want, see Munson about it first.

HARRY MUNSON

No. 4 MURRAY STREET.

Telephone 4628 Cortlandt.

NEW YORK

Branch at No. 147 East 126 St. Telephone 6 Harlem.

Sole Member International Association of Distributors In and For All Boroughs of Greater New York.

THE BILLBOARD

VOL. X., NO. 8. CINCINNATI, AUGUST 1, 1898. PRICE 10 CENTS PER YEAR, $1.00

EXTENT OF POLICE POWER.

The Constitution and the Common Law Places Limitations Thereon.

Private Property Rights—A City Ordinance Not Drawn With a Due Regard for the Rights of Citizens.

Every bill poster in America should carefully file the following decision away for future use, viz.:

(The interests of the city, in the case herein decided, were represented by Messrs. Thomas and Chambers, of the City Attorney's office; those of Mr. Wilshire, the successful litigant, by the law firm of Fuller & Burnett.)

In the Superior Court of the County of Los Angeles, State of California.

In the matter of the application of H. G. Wilshire for a writ of habeas corpus.

The petitioner in this case was arrested and is held in custody under a charge of committing a misdemeanor in that he built, erected and maintained, along the line of Temple street, a bill board, sign board and advertising board, which exceeded ten feet in height, contrary to the ordinance of this city in such cases made and provided. The portion of the ordinance bearing upon the case reads as follows:

"Sec. 1. It shall be unlawful for any person, either for his own use or for the use of any other person or persons, or as agent, or employe of any person, firm, or corporation, to build, erect or maintain, or cause to be built, erected or maintained, along the line of any public street or alley of said city, or within thirty feet of such line, any bill board, sign board, advertising sign board, or other board or structure intended to be used for advertising or sign purposes, any part of which exceeds ten feet in height, measured from the surface of the ground to the highest point in said structure."

It is contended on the part of the petitioner that the ordinance in question is wholly illegal and void, and not within the power of the municipal authorities of the city of Los Angeles to enact, and also that it is unreasonable and discriminating. On behalf of the city, it is maintained that the ordinance is reasonable and is within the constitutional and statutory power conferred upon the city.

The Constitution of the State, article XI., section 11, provides: "Any county, city, town or township may make and enforce, within its limits, all such local, police, sanitary, and other regulations as are not in conflict with general laws"; and the charter of Los Angeles, article 1., section 22, confers upon the city, among other powers, that "to make and enforce, within its limits, such local, police, sanitary and other regulations as are not in conflict with general laws and are deemed expedient to maintain the public peace, protect property, promote the public morals and preserve the health of its inhabitants."

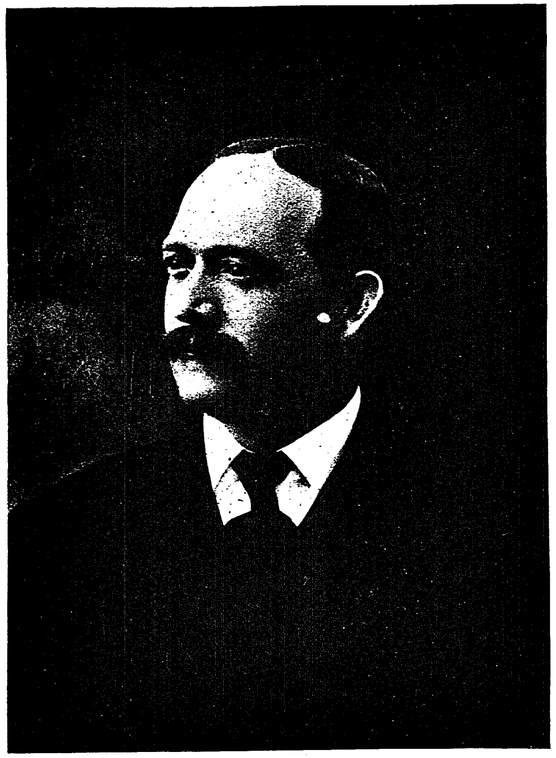
The police power, that is, the power to make laws to secure the comfort, convenience, peace and health of the community, is an extensive one, and in its exercise a very wide discretion as to what is needful or proper for that purpose is necessarily committed to the legislative body in which the power to make such laws is vested; but the legislative body, in such cases, whether of the State or municipality, is not the exclusive judge as to what is a reasonable and just restraint upon the constitutional right of a citizen to pursue a business, profession or occupation. As the right of the citizen to engage in a business or follow a profession or calling is protected by the Constitution, it is always a judicial question whether any particular regulation of such right is a valid exercise of legislative power. (Tiedman's Limitations of Police Power, Secs. 85 and 191; Ex Parte Tuttle, 91 Cal. 589; Ex Parte Whitwell, 98 Cal. 78).

"In assuming, however, the right to judge of the reasonableness of an exercise of corporate power, courts will not look closely into mere matters of judgment where there may be a reasonable difference of opinion. It is not to be expected that every power will always be exercised with the highest discretion, and when it is plainly granted, a clear case should be made to authorize an interference upon the ground of unreasonableness." (Some cases; also, St. Louis vs. Weber, 44 Mo., 547).

It is further said, the limits of the power cannot be accurately defined, and the courts have not been able or willing definitely to circumscribe it. But the power, however broad and extensive, is not above the Constitution, and the Constitution must be heeded and obeyed. It furnishes the supreme law and guidance for the conduct of legislators, judges and private persons, and so far as it imposes restraints, police power must be exercised in subordination thereto.

Again, as said in Mugler vs. Kansas, 123 U. S., 661, "The courts are not bound by mere forms, nor are they to be misled by mere pretenses. They are at liberty—indeed, are under a solemn duty—to look at the substance of things whenever they enter upon the inquiry whether the Legislature has transcended the limits of its authority. If, therefore, a statute purporting to have been enacted to protect the public health, the public morals, or the public safety, has no real or substantial relation to those objects, or is a palpable invasion of rights secured by the fundamental law, it is the duty of the courts to so adjudge, and thereby give effect to the Constitution."

It is claimed that the purpose of this ordinance was to protect the citizens against the dangers of such structures, on account of their liability to fall or be blown over, and also from their combustible nature. But it will be seen that the ordinance has no regard to the material of the structure, or its strength, nor does it prohibit the erection of a structure over ten feet in height or within thirty feet of the line of the sidewalk, if it



J. F. O'MEALIA,

Of Jersey City, re-elected President of the Associated Bill Posters' Association, at Buffalo, July 13, 1898.

be not intended to be used or used for advertising purposes; and it is difficult to see how a structure of ten feet or over, and within thirty feet of the sidewalk, is more dangerous from the fact that it has an advertisement upon it. If the structure were of iron instead of boards, and built in the most substantial and durable manner, within thirty feet of the sidewalk, and over ten feet high, and used for advertising and sign purposes, it would be in violation of the terms of the ordinance. Again, it makes no difference whether such a sign board be erected in the central, business portion of the city, or away out in sparsely settled districts. It is difficult to see how the erection of such a bill board, with an advertisement on it, in the outskirts and unsettled portions of the city, for instance, could affect the public morals or health of the city, or endanger life or property.

As already shown, the ordinance itself does not seem to be leveled at the erection of the structure, but at its intended use, or use, after erection, in the way of advertising. If a plain board structure, of the height, and posting on the structures mentioned, and bill posting or advertising on sign boards, where the matter advertised is not indecent or immoral, is a harmless and legitimate business.

Wherever this species of special or class legislation, either by the State or a subdivision of the State, has been brought before the courts, they have not failed to declare it invalid and void, whether the same be clothed in the garb of general legislation, or under the guise of the exercise of police power. The Board of Supervisors of the city and county of San Francisco, in 1894, passed an ordinance prohibiting the erection of fences, frame work, boards, and so forth, of a greater height than ten feet above the ground, for painting or posting of signs or advertisements thereon. In that case, an injunction was prayed by the California Ad-Signs Company, to restrain the city authorities from tearing down or otherwise interfering with certain sign boards or top signs erected by said plaintiff corporation; and the Superior Court of that city and county granted the injunction as prayed. The Judge presiding, in his opinion, says: "The ordinance in question, besides making no discrimination between the rural and thickly settled portions of the city, does not even prohibit the erection of fences over ten feet high, but, as has been heretofore stated, makes it a misdemeanor to paint or affix signs or advertisements thereon. Ithink this an unreasonable interference with the rights of private property, and the ordinance is therefore void."

In Ex Pare Whitwell, supra, the Supervisors of San Mateo County passed an ordinance for licensing the keeping within the county of San Mateo, of hospitals, asylums, homes and retreats or places for the care and treatment of insane persons or persons of unsound mind, or inebriates, etc., but the ordinance contained such provisions, as a condition for granting the license, in the way of erection of high walls and the distance of the building from residences or other buildings, and in many other ways, as to make it practically impossible for the petitioner in that case, Dr. Whitwell, to obtain a license for the business he was conducting, to-wit, of the kind mentioned in the ordinance. The Supreme Court, after a full review of the authorities bearing upon this question, in that case, says: "In our opinion, the ordinance now under consideration imposes arbitrary and wholly unnecessary conditions upon the right to maintain such an asylum as that which petitioner alleges he is now conducting;" and adds: "A law or ordinance, the effect of which is to deny to the owner of property the right to conduct thereon a legal business, is invalid, unless the business to which it relates is of such a noxious or offensive character that the health, safety, or comfort of the surrounding community requires its exclusion from that particular locality"; and concludes as follows: "First, that it is competent for the court to determine whether any particular regulation of a useful business or occupation is a reasonable restriction upon the constitutional right of the citizen to engage in such business or follow such occupation; second, that the business of maintaining a private asylum for the treatment of mild forms of insanity and persons afflicted with other diseases named in the ordinance before us is a lawful one which cannot be prohibited either directly or indirectly; third, that the ordinance which petitioner is accused of violating is in each and all of the provisions referred to in this opinion unreasonable, and therefore void."

In Ex Parte Sing Lee, 96 Cal. 354, the petitioner was held under a charge of having violated an ordinance of the city of Chico, purporting to be passed for the regulation of the carrying on of a public laundry. It made it unlawful to establish or carry on the business of a public laundry or wash house in that city without first obtaining a written permit from the Board of Trustees, and that could only be obtained upon the written consent of a majority of the property holders of the block in which the laundry was to be located. After referring to the police power of municipalities, the court in that case says: "But the ordinance which the petitioner here is charged with violating is not of this character, and the restrictions which it imposes upon the right to carry on a public laundry have no tendency to promote the public health or in any way secure the public comfort or safety. The sections of the ordinance above quoted bear no kind of relation to such objects, and do not attempt to regulate the business mentioned with the view of accomplishing such ends. * * * Such a condition imposed upon the right of a person to maintain a public laundry is not only an unauthorized interference with the inalienable right of such person to engage in a lawful occupation, but also with the right of the owner of property to devote it to a lawful purpose. The personal liberty of a citizen, and his rights to property, cannot be thus invaded under the guise of police regulation."

In the case of Lick Wo vs. Hopkins, 118 U. S., 373, another laundry ordinance was drawn in question. That ordinance made it unlawful for any person to "carry on a laundry within the corporate limits of the city and county of San Francisco without having first obtained the consent of the Board of Supervisors, except the same be located in a building constructed either of brick or stone." This ordinance was held void, as being arbitrary and unreasonable in its provisions.

The case of Crawford vs. City of Topeka, 51 Kans. 756, involved the construction of a city ordinance very similar to the one under consideration here. That was also an ordinance pretending to regulate the erection and maintenance of bill boards for advertising purposes. The court in its opinion uses the following language: "All statutory restrictions of the use of property are imposed upon the theory that they are necessary for the safety, health or comfort of the public, but a limitation without reason or necessity cannot be enforced. In what way can the erection of a safe structure for advertising purposes near the front of a lot endanger the public safety any more than a like structure for some other lawful purpose? * * * Although the police power is a broad one, it is not without limitation, and a structure which is not an infringement upon the public safety and is not a nuisance cannot be made one by legislative fiat and then prohibited. It is doubtless within the power of the city to prohibit the erection of insecure bill boards or other structures and require the owners to maintain them in a secure condition and to provide for their removal by the owners in case they become dangerous. Perhaps regulations may be made with reference to the manner of construction, so as to insure safety, but the prohibition of the erection of

structures on the lot line, however safe they may be, would be an unwarranted invasion of private right, and is without legislative authority."

In Western, etc., Co. vs. Knickerbocker Co. 103 Cal., 111, it was held by the Legislature could not pass a law preventing the owner of a lot of land from erecting any structure whatever thereon which was not a nuisance. And a nuisance is defined in our code as follows: "Anything which is injurious to health, or is indecent or offensive to the senses, or an obstruction to the free use of property, so as to interfere with the comfortable enjoyment of life or property, or unlawfully obstruct the free passage or use, in the customary manner of any navigable lake or river, bay, stream, canal or basin, or any public park, square, street, or highway." (C. C. 3479).

The fact that the particular use of property is declared a nuisance by an ordinance does not make that use of the property a nuisance unless it is in fact so, and comes within the common law or statutory idea of a nuisance. (Wood's Law of Nuisance, 2nd ed., Sec. 744. See also Dillon on Municipal Corporations, Sec. 319; Laundry Ordinance Case 7, Saw., 526).

For the reasons stated, I am of the opinion that the ordinance in question is invalid and void.

The petitioner will be discharged.

WALTER VAN DYKE,
June 17, 1898. Judge.

BUFFALO.

The Associated Bill Posters' Meeting Was a Grand Success.

The Largest Attendance on Record—Much Interest Manifested—Filbrick and The Courier Company Entertain the Delegates Lavishly.

The meeting of the Associated Bill Posters at Buffalo July 12 to 14 was the most notable in the history of the organization. Very nearly two hundred members were present, and they came from all directions. Mr. Simpson, manager of Owens & Varney, of San Francisco, Cal., and H. G. Wilshire, of Los Angeles, of the same State, were present. James A. Curran, of Denver, Col., accompanied by his wife, and likewise Junius Garlick, of New Orleans, La., were also present.

Despite the long distances that many of the delegates traveled in order to attend the convention, President J. F. O'Mealia was enabled to call the meeting to order promptly on schedule time, and at 10 o'clock on Tuesday, July 12, the delegates all assembled in the banquet hall of the Tifft House. Too much praise can not be given President O'Mealia for the orderly and business-like despatch with which he conducted the proceedings.

An enormous amount of work was accomplished, and it was all done in an orderly and thoroughly systemlike manner. The various meetings of the Executive Committee for the year of 1897-'98 were duly reported and spread upon the minutes. A complete new constitution and by-laws was adopted.

The official organ affairs and the amalgamation of the Bill Poster and Display Advertising were discussed in open session, and were adjusted to the complete and entire satisfaction of everybody.

The western members were almost a unit on the measure advocating more solicitors, and under this number on the programme $am W. Hoke was given a hearing before the convention upon his application for recognition. Unfortunately, his answers to the various queries propounded to him were not satisfactory, and his application was rejected on that account. This was a great disappointment to many of his friends, who brought the matter up again upon a motion to reconsider, but the motion was lost.

Geo. Treyser, of Chicago, was elected solicitor of the association, as was also W. H. Donaldson, of Cincinnati.

The account of the Riverside Show Printing Co. was adjusted to the entire satisfaction of the company and the association as well. Mr. Oldwelt was present on behalf of the Riverside Co., and expressed himself as entirely satisfied.

Ohio was well represented with delegates. Messrs. Riblet, of Galion; Oliver, of Findlay; Tirrill, of Lima; Bryan, of Toledo; Bryan, of Cleveland; Vogel, of Steubenville; Miller, of Columbus; Chapman, of Cincinnati, and various others too numerous to mention were present to do honor to the Buckeye State.

The officers elected were practically the same as last year, with the exception of the Vice Presidency, which went to Simpson, the manager and practical man of Owens & Varney, of San Francisco, Cal.

Ramsey, of Lexington, undoubtedly lost the Vice Presidency by reason of the Louisville episode. This matter was disposed of by the association granting the Heverin Bill Posting Co. six months' time in which to bring their plant up to the standard exacted by the association. It is understood that they must do this within the prescribed time, or the matter will again be taken up.

Many of the members brought their wives. Probably no meeting in the past can point to as large an attendance of ladies as were present at Buffalo.

An account of the meeting would not be complete without a description of the lavish and handsome manner in which the delegates were entertained by Mr. C. F. Filbrick, of the firm of Whitmier & Filbrick, of Buffalo, and Mr. John Rudolph and Mr. Meade, of the great Courier Lithographing Co., of Buffalo.

These gentleman took all of the delegates on a trip to the Niagara Falls, chartering a boat and two trains of cars for that express purpose. Under their direction, the trip was made up the Niagara River to the Falls, where a train of trolley cars was boarded on the Canadian Electric Railroad, and a trip made to Lewiston.

At this point the delegates were ferried across and found another special train of trolley cars waiting for them, which carried them back through the gorge past the rapids and whirlpool to Niagara Falls.

At the latter place an elaborate banquet was tendered them, and carriages were taken to the various points of interest, and then the delegates returned by boat to Buffalo. The outing consumed the whole day, and the delegates were loud in their praise of the handsome hospitality of Messrs. Rudolph, Meade and Filbrick.

Prominent among the many members present were: John Chapman and wife, Cincinnati; J. G. Simpson, San Francisco; H. G. Wilshire, Los Angeles, Cal.; Jas. A. Curran and wife, Denver, Col.; John L. Whelan, St. Louis; A. B. Beall, Sioux City; Alex. Harbison, Indianapolis; O. P. Fairchild, Covington, Ky.; John F. Otting, Newport, Ky.; L. H. Ramsey and wife, Lexington, Ky.; J. H. Brooks, Leavenworth, Kas.; Junius Garlick, New Orleans, La.; E. C. Donnelly, Boston, Mass.; L. B. Fiske, Worcester, Mass.; Chas. K. Hagar, St. Louis, Mo.; Geo. M. Leonard and wife, Grand Rapids, Mich.; Harry Walker, Detroit, Mich.; F. C. Zehrung, Lincoln, Neb.; J. Ballard Carroll and wife, Albany, N. Y.; Geo. Castner and wife, Syracuse, N. Y.; C. F. Filbrick, Buffalo; John Rudolph, Buffalo; H. E. Mead, Buffalo; T. J. Farron, Buffalo; E. J. Bloomfield, Bay City, Mich.; T. J. Murphy, Brooklyn, N. Y.; Barney Link, Brooklyn, N. Y.; Edward A. Stahlbrodt, New York City; $am W. Hoke, New York; J. L. Hoff, New York; Adolph Stahlbrodt, New York; Sam Pratt, New York; O. J. Gude, New York; W. B. Lowden, New York; C. B. Hood, Chicago; Vine Bros., Jamestown; W. J. McAllister, Troy, N. Y.; N. A. Seymour, Mount Morris, N. Y.; John Napier, Utica, N. Y.; J. F. O'Mealia, Jersey City, N. J.; Ed. Slocomb, Newark, N. J.; Chas. F. Bryan and wife, Cleveland, O.; Al. Bryan and wife, Toledo, O.; W. C. Tirrill, Lima, O.; Joe Miller, Columbus, O.; P. B. Oliver, Findlay, O.; Chas. Ames, Providence, R. I.; Geo. Robinson, Dallas, Texas; R. S. Douglas, Memphis, Tenn.; W. S. Burton, Richmond, Va.; Frank Fitzgerald, Milwaukee, Wis.; F. S. Oldeweldt, Milwaukee, Wis.; S. S. Kelly, Norfolk, Va.; J. H. Dobbins, Richmond, Ind.; Chas. A. Hood, Delphos, O.; Chas. Vogel, Steubenville, O.; S. E. Riblet, Galion, O.; Sanford Robison, Philadelphia, Pa.; John G. Reese, Scranton, Pa.; Mrs. C. E. Clayton, Niagara Falls; Mrs. Whitmier, Buffalo, and many, many others that our space will not permit us to mention.

CONVENTION ECHOES.

Riblet came armed with a camera.

$am W. Hoke was very popular among the boys.

Donnelly is dethroned. Zehrung is now crowned king of the dudes.

The majority of the delegates attended a social session of the Buffalo Lodge of Elks and spent a most enjoyable evening.

Will Lowden made many friends. He did not arrive until the second day, but lost no time thereafter. He knew everybody when he left for home, Thursday evening.

Slocomb used to be an acrobat before he got into the bill posting business.

Everybody agrees that Mr. Jas. F. O'Mealia makes an admirable presiding officer. His re-election gave universal satisfaction.

License Invalid.

Special Correspondence.)

Owensboro, Ky., July 13.—The city bill posting ordinance, which imposes a license tax on non-residents, but none on residents, was declared unconstitutional by Judge Pendleton in the City Court on a test case by the American Tobacco Company.

INTERNATIONAL BILL POSTING ASSOCIATION.

Annual Convention Held at the Leland House, Chicago, July 21 and 22.

Comparatively few of the faithful responded to the call of the President when, at 2 p.m. on June 21, Mr. Schaefer called the meeting to order.

What they lacked in numbers, however, they more than made up in enthusiasm.

There were present: P. F. Schaefer, of Chicago; J. E. Williams, of Chicago; Clarence E. Runey, of Chicago; G. Runey, Waukegan, Ill.; A. A. Bland, of Keokuk, Ia.; W. J. Horn, Springfield, Ill.; Chas. R. Ducket, Ottawa, Ill.; Richard Waller, Freeport, Ill.; J. M. McKinnon, Wabash, Ind.; Boru Marvin, Aurora, Ill., and others whose names we could not ascertain.

None of the Vice Presidents were present at the opening session.

Mr. Geo. J. Sherer, the Secretary of the association, could not be present, but sent his representative to act in his stead, and the latter opened the meeting by reading the minutes of the preceding meeting.

The preliminary session was the liveliest kind of an affair, and gave promise of becoming decidedly interesting at the succeeding sessions. Reports since received would indicate that things grew positively lurid July 22.

The Secretary reported seventy-nine new applications for membership—a most promising showing, but unfortunately offset by the fact that Munson, of New York, and Siebe & Green, of San Francisco, have dropped out.

President P. F. Schaefer also openly announced that he was disgusted and tired of his connection with the organization, and had decided to retire.

Despite these defections, however, the new officers pluckily announce their intention to stand by each other and hold the association together.

The following officers, directors and committees were elected for the ensuing year:

President—A. Weber, New Orleans, La.

First Vice President—J. E. Williams, Chicago.

Second Vice President—Boru Marvin, Aurora, Ill.

Third Vice President—A. Bland, Keokuk, Ia.

Treasurer—W. J. Horn, Springfield, Ill.

Secretary—Chas. R. Duckett, Ottawa, Ill.

Directors—Pres. P. F. Schaefer, Chicago; Harry Munson, New York City; O. J. Johnson, Galesburg; J. M. McKinnon, Wabash, Ind.; P. E. Snow, Denver, Col.; P. B. Haber, Fon du Lac, Wis.; W. I. Spere, Lincoln, Neb.; George Siebe, San Francisco, Cal.; Geo. J. Sherer, Minneapolis, Minn.

Finance Committee—W. W. Williamson, St. Louis, Mo.; Drury, Indianapolis, Ind.; Frank Myers, Danville, Ill.

Executive Committee—C. B. Woodworth, Fort Wayne, Ind.; C. W. Stutsman, Peru, Ind.; James Donaldson, Ithaca, Mich.; Karl Stussy, Eau Claire, Wis.; Henry Werner, Winona, Minn.

Weber, of New Orleans, and Woodworth, of Fort Wayne, did not get in until July 22, the second day.

J. E. Williams, of the Chicago Ad-Sign Syndicate, who was elected First Vice President, is very popular among the members.

Retiring President P. F. Schaefer tendered the visiting delegates a very handsome and elaborate banquet at Warsermaus, July 21. The table was profusely decorated with flowers, and the guests made merry until a late hour.

President Schaefer is not to be blamed for retiring. He is thoroughly put out and disappointed with the various subordinate officers he had under him. For three long years he has striven to put the association to the front, only to have his plans overturned and aims defeated. It is small wonder that he has finally tired of the game.

At New Haven, Conn., July 13, in the council chamber, an ordinance to require bill posters to have a license was presented in its favorable aspects by Walter Pond and Anthony Carroll again came up to second the motion. The regulation proposes that all bill posters shall be under the permit and supervision of the Director of Public Works, and that he may cause any objectionable matter to be removed upon six hours' notice.

One of Siebe & Green's New Ones, in San Francisco.

(McAllister, near Hyde.)

JAPANESE POSTERS.

Whoever thinks that the Posterland was originally situated in Egypt should take a look at the Japanese color prints exhibited at the library of the Drexel Institute, says The Philadelphia Record, and be convinced that it was discovered in picturesque Japan. A goodly number of this collection (the James W. Paul) of 350 are shown. Each of them is a hand-bill, an invitation to a dramatic performance, and shows some character or scene in the play, a quotation and the artist's signature, sometimes his seal as well, for Japanese artists at the end of the sixteenth century had regular seals. It is in reality block printing; the Japanese learned this from the Chinese, who were adepts at it 2,000 years ago. To the ordinary person it would seem that such a hand-bill would be enough without going to the performance at all. However, after one got used to such treats one would probably pass scant time with them, even though they were marvels both as to drawing and color. A lovely one, for instance, shows pink skies, terra cotta trees and a maroon building. Now, isn't that picturesque? And the skies vary from a very timely military blue to odd black swishes, which might be the tails of so many horses belonging to the Valkyries themselves.

One is at a loss whether to try and make out what the plays which each print represents were about, or whether to be content with simple admiration. The thing that most strikes one about the men is their tempestuous expressions. Lots of us innocents have always supposed life in Japan altogether lovely, but in these prints not one is to be found who isn't enraged to the point of looking cross-eyed save the one who is evidently eloping through a dark garden where only a heathen god is watching. They nearly all carry swords and, what's worse, wield them with stunning force. They have fierce side-whiskers, too, and wonderfully, uncomfortably high insteps.

As for the gentler sex, a tragedy queen with wild black hair, anda style as intense as Bernhardt's own, enchains one. One is glad not to offend her, for she is just as bloodthirsty-looking as the men. Here's the leading old woman, too, a capable-looking creature, who could look after two or three debutantes and still have time to pursue the even tenor of her own tempestuous way. The path of the flirtatious young man in Japan must be exceedingly thorny, if all duennas are like these The maiden aunt is an inspiration compared with many to which our own stage treats us. And the soubrette: What swirls of chrysanthemum-showered drapery! What tantalizing piquant perkiness! No wonder some women have adopted their enchanting little kimonos for negligees. Their "Pompadour" locks everybody has appropriated. What damage must have been done in the heart of the gallery god, or whatever corresponds with him in the Japanese theatre!

With all the men villains (we've only their looks to judge by) and all the other sex so many bundles of artistic curves one ceases speculating as to what it's all about, and becomes lost in a study of their hands. Such hands! Each finger expresses volumes and every little muscle and joint seems to tell a story of its own.

How different are the prints representing the Chino-Japanese war! A terrific man-o'-war is plunging away through the beautifully green sea, leaving behind the wreck of a Chinese craft which looks like some grotesque sea monster. One snowy scene is so real that the falling flakes seem to have been peppered on after it was finished. What splendidly vivid crimson flames soar up from each and every cannon! Pictures of war are inspiring but war itself—that is too terrible. It seems odd to see the Japanese soldier in Occidental dress, but there he is. One sees where some Chinese came with the red-haired Germans (in Japan, red hair stands for a German) to offer peace. A proud day it must have been for Japan.

CHICAGO.

Building Commissioner McAndrews July 7 ordered the high bill boards on the south end of the league ball park torn down.

The bill boards were used by the club for advertising purposes, and were a source of considerable revenue. The property owners of the vicinity objected, however, and claimed that the boarding constituted a fence which exceeded the height prescribed by the building ordinance.

It was also claimed that the bill boards formed a detriment to the property and reduced its value.

Investigation by the commissioner showed the complaints to be well founded, and he sent out a gang of workmen to tear down the fence.

P. F. Schaefer was elected President of the new Illinois State Association, the organization of which was perfected in this city July 23. The other officers elected were O. J. Johnson, Galesburg, and Boru Marvin, of Aurora. The new association will accept a charter from the International Association

Col. Burr Robbins and R. C. Campbell entered their Evanston branch in the International Association of Distributors July 22.

FIGHTING AN ASSESSMENT.

The R. J. Gunning Company has begun suit in the Circuit Court against County Treasurer Kochersperger to restrain him from collecting taxes on the capital stock of the corporation, valued by the State Board of Equalization at $5,000. The complainants hold that the south town assessor in 1897 assessed their personal property at $300, which was subsequently increased to $372, and that the State Board has no power to levy on their capital stock. The total amount of the taxes is $479. The complainants contend that they should pay but $33, as fixed by the local assessor.

LETTERS TO THE EDITOR. A MONTHLY EXPERIENCE MEETING AND AN OPEN COURT.

Elwood, Ind., June 22, 1898.

Editor "The Billboard:"

Business has been very good with us this season. I have had the Wallace Show, La Pearl, Gibbs & McGregor posting, and The World's Greatest Dog and Pony Show, besides billing the town for 4-Paw.

Local and commercial work has been keeping us busy all the time. I have 2,000 feet of good boards, besides daubs and three-sheets.

I have at present on my boards: Twenty Star Tobacco 8-sheets; Foley's Kidney Cure, two hundred sheets; Chicago Record, ten 20-sheet stands; Gin Cucurbita, thirty-five 3-sheets; Terre Haute Brewing Co., 200 1-sheets; one hundred 2-sheets of Five Brothers Tobacco, besides what I have coming in.

It keeps us both hustling, and as we are hustlers we know how to get it, of course, and also how to do it.

With best wishes, we remain, yours truly,

THE ELWOOD BILL POSTING CO.,
Borst & Clark.

Williamsport, Pa., July 6, 1898.

Editor "The Billboard:"

Since you last heard from me, I have distributed for the following: The Dr. Chase Co., The Hart Drug Co., G. G. Green, Dr. Kilmer & Co., and Dr. Shoop; and from letters received, all seem well pleased, and satisfied with my distributing. It was very carefully done, as it was the first distributing ever done in this city by a member of the I. A. of D. Respectfully yours,

S. M. BOND.

Dennison, Ia., July 10, 1898.

Dear Sir.—The Drummond Tobacco Co. finally sent check for posting on my board without permission. Probably I notified too many bill posters, and that did not suit them.

The merchants do not post any bills here, so I look for wholesale firms. I own all board here, and have hard work to keep county clerks from posting small bills over my bills.

I do work for Dr. Miles Sterling Remedy Co., Pink Pills, Grain-O, Sen Sen Co., Cudahy Co., Dr. Sharp, P. Lorillard Tobacco Co., Globe Stock Food, Wellman Dwire Tobacco Co.; E. A. Stahlbrodt, of New York; American Bill Posting & Adv. Co., of Chicago; The Chicago Record, Merchants' Gargling Oil Co., Pilsbury Flour, Pe-run-na Co., Mail Pouch Tobacco Co., etc.

If you have space for this, all right; if not, let it rip. Yours truly,

B. D. STEVERS.

Rockville, Ind., July 15, 1898.

Editor "The Billboard:"

Dear Sir.—Please publish the enclosed warning. Yours respectfully,

EMMETT LITTLETON.

WARNING TO BILL POSTERS:

I warn all bill posters to beware of advertising the circus styling itself as The Norton & Jones Twenty-Five-Cent Show.

They recently visited Rockville, and I was compelled to attach the show at Terre Haute for my bill for bill posting. Mr. W. Lutton, of Parke Hotel, also attached it.

Bill posters, look out for them.

EMMETT LITTLETON, Manager,
Parke County Adv. Agency.

Eastport, Me., July 18, 1898.

Editor "The Billboard:"

Dear Sir.—Please find enclosed subscription for "The Billboard." I do not see how we got along without it for so long.

I have just finished a job for the P. J. Sorg Co., of Middletown, O., the first big job of posting I have done this season. I have had plenty of work at my sign painting, and am thinking of selling out this plant and going to a bigger town.

I will write more when I get ready to start. Yours respectfully,

J. A. MULDOON.

Hillsdale, Mich., July 2, 1898.

Editor "The Billboard:"

Dear Sir.—Since writing you last, the business has not improved in the least, as no new jobs or inquiries have appeared. The only correspondence I received was applications to subscribe for some advertising paper, or to join some association.

I see in the July issue of "The Billboard" that Mr. Joseph H. Martin, of Beatrice, Neb., has something to say about an old man sixty-five years of age doing poor work distributing. That may be true. It probably is, in this case, but not on account of his great age. I myself am now nearly seventy-two years old, and do not yield to any man, young or old, to do better work in distributing. They may do more, but not better.

Since 1875 I have been in this business, and I think I ought to know how it should be done. Truly yours,

A. H. BOLLES.

Iron River, Wis., July 9, 1898.

Editor "The Billboard:"

Business is somewhat dull here just now, with better prospects for the future.

We are the only distributors and bill posters here, and do not carry a license, either. I think if a man has a license it gives him too much privilege. If he cannot get work on his merits, he is no good.

We have a reputation here for doing honest work. It would take some one else considerable time to work up business against us, even if they did have a license.

We would not be without "The Billboard" for a great deal. It is the best paper of its kind published in the United States. "Long may it wave." Very truly yours,

AKER & KENNEDY.

Rockville, Ind., July 10, 1898.

Editor "The Billboard:"

Dear Sir.—The July number of your valuable paper came to hand, and it was a surprise to me, as well as to the rest of the craft.

The war is helping business with us, in the posting line. We have the following on our boards: Norton & Jones R. R. Show, Scalping Knife Tobacco, Star Tobacco, Horse Shoe Tobacco, Five Brothers, Cascarets, Wallace & Co. Circus, and some local work.

Distributing has been rather slow. We have contracted with the W. J. Brant Co., and are looking for shipment from Dr. Miles.

I see in your July issue that Mr. J. Martin, the man that claims to be a bill poster in Beatrice, Neb., calls me down on my article in the June issue. Mr. Martin says, "Every bill poster in small towns should have a license."

I say, in towns from 10,000 population up, he should, and it would be a good thing. But for a town of from 1,000 to 10,000 it would not pay.

Just tell Mr. Martin through your valuable paper, for him to get in a town with less than 10,000 population, and get himself a license, and see what business he will do.

Now, Mr. Martin is a man that claims to be a village bill poster employed by the opera house of his city, and has a town of 13,840 population. This is the kind of people I have been referring to all along—people in large places trying to influence village bill posters to get licenses. It is hard enough to get work in the small towns, as it is, without licenses, and I trust no village bill poster will take out one.

I have been in business seven years, and I am on to a thing or two. Mr. Martin is a bill poster in a city of 13,840. This is rather a large village. He goes on to say that a license will keep Smith, Jones & Martin from distributing for $1 and $1.50 per 1,000.

I do all the distributing in Rockville, and I have no license. I have a "stand-in" with the merchants. An agent comes along and asks about some one to distribute circulars for him. The merchants will say, "Littleton does good work; he stamps all matters that he puts out, like this: "Please notify me if more than one is left at your house. E. Littleton, Distributor, Rockville, Ind." He is the only reliable ditributor you can get."

You see, the merchant has a great deal to do with it.

I will say, Mr. Martin does not seem to stand very well with his merchants, or if he does now, he won't when he gets his little license he is talking about. In fact, a license is no good. If an advertising agent wants to do work, he can go ahead and do it, and if arrested, he can still do the work, and they cannot fine him. This has been proved too many times.

I regard a license as I do a bill posters' association; you will pay out more money than you will take in for work. There is only one association I would belong to, and that is the I. A. of D. I am not a member, but I will be soon.

Any bill posters' association will promise work to bill posters in small towns, but that is all they ever get. They pay their dues, and that is the end of it. Your money is gone, and you have no work.

Put that money in an advertisement in "The Billboard."

I would like to hear from Bro. Crawford and all the small town bill posters through the columns of this valuable paper, "The Billboard."

Let all village bill posters pay no attention to such persons as Mr. Martin; they are simply working up small town bill posters to get licenses to keep the large advertisers from sending paper to small towns. All of you remember J. Martin, of Beatrice, Neb., the Village Bill Poster in a town of 13,840 inhabitants, who is getting a village bill poster's license.

Messrs. Harvey & Persell, advance agents for Wallace & Co.'s Circus, paid me a visit, and enjoyed a pleasant ride over the beautiful little town of Rockville. These two fellows are as full of fun as you can get them. Treat them all O. K.

W. S. Lutton. (late of Norton & Jones) joined J. H. La Pearl's Circus at Danville, July 4. Regards to all.

EMMETT LITTLETON.

Brownwood, Tex., July 22, 1898.

Editor "The Billboard:"

Dear Sir.—I am as happy as Sampson and Dewey are over their victories over Spain. I have a Sampson Dewey at my house, just arrived. He is a big, bouncing boy, and will look after the bill posting hereafter.

I have been very busy for the past two months. Posted for 'Frisco Line a nice 12-sheet stand; also, for the Horseshoe Tobacco Co. Distributed for Loose Bros. Biscuit Co., of Kansas City, and Dr. C. I. Shoop Family Med. Co. I wish you good luck, as also the members of the I. B. P. A. and I. A. of D. Very truly yours,

HIRAM H. THOMAS.

South Amboy, N. J., July 21, 1898.

Editor "The Billboard:"

Dear Sir.—Reading your July issue has placed me in a way to know and find out something of great value to me. I realize that every bill poster and general advertiser should read "The Billboard" regularly. In the July issue, I notice an article from the Fischer Distributing Agency in regard to the Sterling Remedy Co., of which Mr. H. L. Kramer is the Treasurer and Manager. Now, I received from the latter on Feb. 26, 1898, five 28-sheet stands and posted same on Monday, Feb. 28, and gave the Sterling Remedy Co. thirty days' showing for the same. Then I sent to the druggists in the town and found from them that the increase in sales of Cascarets was three times the usual amount, so you can see what cai be done by honest work.

If this so-called Sterling Remedy Co., with a capital stock of $3,000,000, tries to beat honest bill posters and distributors, they should be punishedby lrw.

On my boards at present is Grain-O, which Mr. J. W. Bannister, agent for the Gunnison Food Co., of Leroy, N. Y., placed in my hands; next will be the Sterling Rem'dy paper, and on June 28, 1898, I again signed a contract with the good old reliable firm, Dr. Miles Medical Co., of Elkhart, Ind.

With good luck to "The Billboard" and all bill posters. I am, very truly yours,

FRANK J. SCHIANTZ, JR.

Distributors. I am about to send out 28,000,000 pieces of advertising matter for house-to-house distribution. I want the terms of all I. A. D. members at once. Unattached distributors in towns of 3,000 and up, who can furnish good reference may also write. Address,

DR W. S. BURKHART, 121 East 7th St, Cincinnati, O.

Pomeroy, O., June 27, 1898.

"The Billboard" Pub. Co., Cincinnati, O.:

Gentlemen.—Enclosed please find order blank for one year's subscription to "The Billboard." I have received several copies of the same, and I think I would be benefited by reading it regularly.

I like Mr. Forgrave's articles. Forgrave is all right. I think he has opened up a new field of usefulness for me. I will have more to say after awhile. Respectfully yours,

F. L. CHURCH.

Mattoon, Ill., July 23, 1898.

Editor "The Billboard:"

Dear Sir.—Please add the names of the Secretary and Treasurer to our Street Fair. Your fair date list has put over 300 letters on President Frank Kern's desk. I think he will be able to appoint a Secretary and Treasurer another year before fair time. He didn't know where in the world all these people heard that he was President. This 300 was two weeks ago, and they are now coming faster. Very truly yours,

McPHERSON BROS.

Carthage, Mo., July 23, 1898.

Editor "The Billboard:"

Dear Sir.—I wish to advise you that I have bought from W. H. Van Etten all his interest in the Carthage Bill Posting Co. and all communications should be addressed to the above, or Logan & Hamilton. Very truly yours,

D. C. HAMILTON.

Vallejo, Cal., July 19, 1898.

Editor "The Billboard:"

Dear Sir.—I have plenty of work on my boards for the present month. Twelve 8-sheet Star Tobacco, fifteen 8-sheet Childs Cigar, ten 8-sheet La Harmonica Cigar, fifteen 8-sheet Hill's Arab Roast, two hundred one-half-sheet of Shillings Tea, and plenty of room for others. Very truly yours,

M. D. NEILD.

BROOKLYN

(Special Correspondence.)

Snipers defaced trees along the cycle path on the Boulevard July 16 by posting hangers advertising a prize fight. It created the biggest kind of a row in the police department.

The Brooklyn Bill Posting Co. filed articles of incorporation at Albany July 11. Its capital is $5,000 and the directors are E. K. Butler, of Yonkers, and Thomas Armitage and Margaret Armitage, of Brooklyn.

Barney Link returned from the Buffalo convention July 15. T. J. Murphy went on to Chicago and did not return until the 25th.

ST. LOUIS.

(Special Correspondence.)

P. G. Stout has announced his intention of going into the business again.

William J. Drake, aged 36, superintendent of the St. Louis Bill Posting Company, who lives at 3016 Pine street, was slashed across the left side of the neck July 7 in Fred. Olsen's saloon, 2600 Wash street. Edward Callanan, aged 68, who recently arrived in St. Louis from Dallas, Texas, is under arrest, and has been identified as the assailant.

It is said there was no provocation whatever. The police are of the opinion that the men had a falling out while drinking together, which resulted in the cutting. The wound is five inches long, but is not considered dangerous. The aged prisoner has a son, Thomas, residing at 2703 Thomas street, with whom he has been stopping since his arrival here.

JANESVILLE, WIS.

(Special Correspondence.)

B. A. Backus, who for some time has been in the employ of Manager W. H. Stoddard at the Myers Grand, and ex-Motorman Ed. O. Lee, have purchased the entire bill posting business, bill boards and implements from Mr. Stoddard and will hereafter do business under the firm name of the Rock River Bill Posting Co. This deal is one which Peter L. Myers, who will assume the management of the opera house next month, does not grow joyful over, as the new company now controls the best boards in the city, and Mr. Myers will be obliged either to rent them or to allow the show companies to do so and give up a part of his percentage.

Mystery Explained.

Bill Boards Offended the Susceptibilities of Aesthetic Fredonians.

Fredonia, July 18.—(Special.)—The bill boards in the Park, which have been an eye sore to the people for some time, suddenly disappeared a short time ago and no one could account for their sudden passing till the Fourth of July bonfire was cleared up, when what was apparently the remains of them were found in the ruins.

BUTTE, MONT.

(Special Correspondence.)

On July 7 Council received a petition from C. A. Harnois, President of the Bill Posters' Association, protesting against the bill posting ordinance which was passed by the Council at the last meeting. John Maguire addressed the Council on the subject, saying that five-foot bill boards are utterly useless for theatrical bill posting. Objection is also made to the change requiring sheet-iron bill boards. An examination of the ordinance showed that there is no limit to the height to which a bill board may be raised, so no further objection was made.

The city of Butte will not be lacking in bill posting concerns. A company organized for that purpose was incorporated a few days ago. To-day the articles of incorporation of the Montana Bill Posting and Sign Service were filed with the Secretary of State by Charles Schatzlein C. A. Harnois and C. W. Atkins; capital, $5,000.—Helena Herald, July 10.

Master Ernest Palmer Bradstreet, son of J. O. Bradstreet, city bill poster and distributor of Gloucester, Mass., has recovered from his painful accident, which he met in April, by falling off of a ladder, breaking both wrists, besides fracturing one, while he was posting bills on the large bill board on Washington Street, in the same city.

Fourth of July marauders burned many bill boards in Worcester.

ANACONDA

The bill posters' dream, or nightmare, rather, occupied the attention of Judge Lindsay in chambers July 12, and the testimony of several witnesses was taken in the injunction suit of the Montana Bill Posting and Advertising Sign Service Association against W. E. Kendrick and the City Bill Posting Company. The plaintiff seeks to enjoin Kendrick from engaging in bill posting in Montana and to restrain the City Bill Posting Company from employing him, because he had sold out his interest in the bill posting business to C. A. Harnois, President of the plaintiff company, and had entered into an agreement not to engage in the business again in this State for twenty-five years. C. A. Harnois testified that he had been a partner of Kendrick prior to June 30, and on the latter date he bought out his interest and assigned it to the Montana Company. In spite of his agreement not to engage in the bill posting business again, he has continued it, and is now the head of the rival company, the City Bill Posting Company, which has its headquarters in Kendrick's office. Harnois said Kendrick told other persons that he intended to continue the business.

E. F. Garrison, an Anaconda bill poster, testified that Kendrick told him that Harnois had raked and scraped to get this business, but that he himself was going to continue bill posting and put Harnois "on the bum." Kendrick also told him that he was fixing up the books of the City Company so that they would be all right in case anything should come of the fact that he was in business again.

J. M. White testified to the fact that he had a contract with Kendrick to do some bill board advertising, and Oliver Harnois testified that Kendrick said to him that he would lead old Harnois a merry chase and that he did not intend to live up to his contract.

The hearing, which is on an order to show cause why an injunction should not be issued pending the disposition of the suit, will be resumed this morning.

P. J. SMITH, LORAINE, OHIO.

"All bills stick alike to me."

WHAT THE DISTRIBUTORS ARE DOING

I. A. of D.

A Great Meeting at Chicago.

Largest Attendance in the History of the Association—Over Thirty New Applicants Taken In at the Meeting—Much Business of Importance Transacted and Great Enthusiasm Manifested.

When President Reid called the fourth annual convention of International Association of Distributors together he looked out upon a concourse that taxed the club-rooms of the Leland Hotel to their utmost capacity. Every seat in the apartments was taken and dozens of members were standing. Even the hallway leading to the club-rooms was crowded.

The buzz of conversation ceased the moment the President's round, full voice rang out, and every eye was turned upon his commanding figure.

In a few well-chosen words he expressed his gratification at the big attendance and the interest manifested. He then reviewed the work of the year and continuing his address, outlined the programme of proceedings, suggesting various measures which he deemed necessary and advising sundry changes in the constitution and by-laws.

After finishing his address, he appointed a Committee on Credentials and then directed Secretary Steinbrenner to call the roll. The following responded:

W. C. Tirrill, Lima, O.
C. F. Bryan, Cleveland.
O. P. Fairchild, Covington, Ky.
L. H. Ramsey, Lexington.
Falls City Bill Posting Co., Louisville.
John F. Otting, Newport.
Chas. R. Duckett, Ottawa, Ill.
Chas. Krutz, Goshen, Ind.
H. W. Grebe, Omaha, Neb.
Boru Marvin, Aurora, Ill.
S. V. De Long, Joliet, Ill.
Jos. Reid, Kansas City.
J. N. Swartz, Joliet, Ill.
H. T. Hayes, Philadelphia.
Dr. Burkhart, Cincinnati.
W. C. Tiede, Racine, Wis.
W. H. Case, Fort Wayne, Ind.
W. H. Steinbrenner, Cincinnati.
J. A. Clough, Chicago, Ill.
Tom Murphy, Brooklyn, N. Y.
J. L. Hill, Nashville, Tenn.
Jas. A. Curran, Denver.
Wesley F. Tennent, Manistee, Mich.
A. A. Bland, Keokuk, Ia.
W. J. Horn, Springfield, Ill.
Harter Bros., Wabash, Ind.
Richard Wahler, Freeport, Ill.
G. Runey, Waukegan, Ill.
Bryan & Co., Toledo, O.
Jas. A. Curran, Colorado Springs, Col.
American Adv. Co., Evanston, Ill
Geo. M. Leonard, Grand Rapids, Mich.
J. H. Crownover, St. Paul, Minn.
Chas. F. Berry, Elmira, N. Y.
J. H. Crownover, Minneapolis.
O. J. Johnson, Galesburg, Ill.
C. P. Rodgers, Sidney, O.
R. S. Douglas, Memphis, Tenn.
Walter D. Dixon, Milwaukee, Wis.
H. F. Sanger, Clinton, Ia.
H. F. Sanger, Lyons, Ia.
O. H. F. Dillon, Normal, Ill.
E. J. Kempf, Sheboygan, Wis.
Bryan & Co., Akron, O.
Jas. A. Curran, Pueblo, Col.
M. E. Henderson, Kokomo, Ind.

During the afternoon many new arrivals came in and the following morning some dozen or more new faces were seen. Just what the exact attendance was will not be known until the stenographic report of the meeting is prepared, and that will not be until August 10.

After the roll had been called, the President appointed a committee on laws and revision of laws and a recess for luncheon was taken until 2 p. m.

Committee on Laws and Revision of Laws consisted of W. H. Steinbrenner, Cincinnati; W. H. Case, Fort Wayne; Chas. F. Bryan, Cleveland; Jas. A. Curran, Denver; Geo. M. Leonard, Grand Rapids.

AFTERNOON SESSION.

First Day.

The afternoon session opened with the reading of Secretary Steinbrenner's report for the year. It was a voluminous and exhaustive recital, covering forty-two pages of closely type-written matter. In it, Mr. Steinbrenner detailed the receipts and disbursements of his office, itemizing all accounts and producing vouchers and receipted bills for all expenditures. He closed with various recommendations, among others that the office of Secretary-Treasurer be divided, and that a Treasurer, as well as a Secretary, be elected.

His report was accepted and ordered spread upon the minutes.

Secretary Case next read his report, in which he detailed his experiences and the work accomplished by him. Upon motion of L. H. Ramsey, seconded by Chas. Krutz, the report was adopted and ordered spread upon the minutes.

The Executive Committee next presented its report, through R. S. Douglas, of Memphis. It was adopted.

The Finance Committee reported the following members in arrears for dues, viz.: W. A. Waters, Philadelphia, Pa.; Maurice Weintraub, Boston; P. M. Cooley, Binghamton; W. W. Wakefield, Danvers, Mass.; Jesse Mitchell, Pueblo, Col.; J. M. Belts, Scranton, Pa.; M. Weintraub, Providence. Upon motion of Jas. A. Curran, seconded by W. C. Terrill, they were dropped off from the roll and their franchises declared vacant.

The question of the adoption of a scale of prices was next taken up and thoroughly and exhaustively examined; or, as one member put it—cussed and discussed.

Sam W. Hoke

Geo. M. Leonard, Jas. A. Curran, and J. H. Crownover led the faction favoring it, while R. S. Douglas, O. P. Fairchild and W. H. Steinbrenner led the opposition. Here it was that President Reid was seen at his best. He drew an expression of opinion from everyone present. Even the advertisers were called upon. Dr. Burkhardt, of Cincinnati, favored it. He argued that it would save him and his employes much time to be able to know what a price was in a certain city, without having to write for it. Mr. Hayes, of the Dr. Chase Co., Philadelphia, did not see how it could be formulated, but agreed that if a just and equitable scale could be framed it would be a great boon.

The preponderance of opinion was in favor of it, and fearing it would be adopted, Douglas rang in a slick little trick and succeeded in having it tabled until next year's meeting.

A communication from a local photographer was read, inviting the delegates to be photographed the following morning. The invitation was accepted, and the meeting adjourned until the following morning.

The delegates, with their ladies, assembled at 9 a. m., July 20, on the steps of the Art Building, on the lake front, to be photographed en masse. We reproduce the photograph on another page. The hour was a little early for some of the boys, and they did not get in. Many are missing, notably Geo. M. Leonard, T. J. Murphy, R. C. Campbell, John F. Otting, and W. C. Tiede.

SECOND DAY.

Morning Session.

President Reid called the meeting to order at 10 a. m. Applications for membership were received from the following firms, viz.:

Reese & Long, Scranton, Pa.
Geo. Castner, Binghamton, N. Y.
Jas. A. Curran, Pueblo, Col.
American B. P. Co., Philadelphia, Pa.
C. O. Miller, Miamisburg, O.
American B. P. Co., Atlantic City.
A. A. Bland, Keokuk, Iowa.
American Bill Posting Co., Camden, N. J.
Whitmier & Pilbrick, Buffalo.
American Bill Posting Co., Brooklyn, N. Y.
American Bill Posting Co., Evanston, Ill.
Whitmier & Pilbrick, Tonawanda, N. Y.
Van Wert Bill Posting Co., Van Wert, O.
And numerous others. Upon motion, they were elected.

Thos. J. Murphy, of Brooklyn, representing the American Bill Posting Co., of that city, and Col. Burr Robbins and Mr. R. C. Campbell, representing the American Bill Posting Co., of Evanston, were introduced to the meeting at this point, and Mr. Campbell made a rattling good speech.

The advertisers present were then called upon for their views. Speeches were made by Dr. Burkhart, of Cincinnati; Mr. Hayes, of Philadelphia; Mr. Beardsley, of the Dr. Miles Co.; Mr. Wiles, of the Chattanooga Medicine Co.; Mr. Tolbert, of the California Fig Syrup Co.; Mr. Hibbard, of the Boston Medical Institute, and Mr. Evans, representing Orator S. Olmsted, of Le Roy, N. Y.

Responses by W. C. Tirrill, Lima, O.; R. S. Douglas, President Reid, R. C. Campbell, and numerous others. Convention then took a recess.

SECOND DAY.

Afternoon Session.

The meeting was called to order at 2 p. m. and the proceedings opened with the reading of a preamble and resolutions, protesting against the imposition of a tax of one-eighth of a cent on samples of medicines intended for house-to-house distribution. The resolutions were suggested by Dr. Burkhart and amended at the suggestion of Mr. Beardsley, and then passed unanimously. They were then forwarded to the Commissioner of Internal Revenue at Washington.

Routine business then consumed about an hour's time, when the rules were suspended, and the election of officers for the ensuing year was taken up. Mr. Reid was placed in nomination, and elected unanimously, amid tumultuous applause. No other person was even mentioned. Everyone present vied with his neighbor in cheering. The scene simply defied all description.

Mr. Reid responded in an able manner, and then resumed the Chair, and the election proceeded. All the remaining officers were elected by acclamation, viz.:

R. S. Douglas, First Vice President.
W. C. Tirrill, Second Vice President.
Jas. A. Curran, Third Vice President.
W. H. Case, Corresponding Secretary.
W. H. Steinbrenner, Recording Secretary.

Mr. L. H. Ramsey was elected a member of the Executive Committee, vice W. E. Patton, retired by three years' limitation.

The report of the Committee on Laws and Revision of Laws was then read by Secretary Case. Briefly put, the committee recommend sundry changes in the constitution, as follows, viz.:

No. 1. That members be given control of the city over which they exercise immediate supervision only, and not the entire county, as heretofore.

No. 2. That the office of Secretary and Treasurer be abolished, and that two offices be created in its stead, namely, that of Recording Secretary and the other that of Treasurer.

After considerable discussion, the report of the committee was adopted and the amendment made.

It being past six o'clock by this time, Mr. Bryan moved an adjournment to the following morning, which passed.

THIRD DAY.

Last Session.

The last session was called to order at 9 a. m. on the morning of the 21st. Mr. Henderson offered the following resolution, viz.: "Resolved, That it is the sense of this meeting that a commission of 10 per cent. is a just and proper compensation for middle men." A long, acrimonious debate followed the reading of the resolution.

The subject of commissions was given about as thorough a beating up as it has ever received. The motion was amended, and the amendment was defeated. A motion to table it shared a similar fate. In the end the motion was defeated.

Under suspension of the rules, the election of a person to fill the office of Treasurer was taken up. Mr. Oliver P. Fairchild proved to be the unanimous choice of the members present, and he was elected, though protesting and vainly striving to place John F. Otting in nomination.

A vote of thanks was then given the Leland Hotel, the press, "The Billboard," the retiring officers and the stenographer, after which, upon motion of Mr. C. F. Bryan, the meeting adjourned sine die and the most memorable convention in the annals of the I. A. of D. passed into history.

CONVENTION BRIEFS.

Crownover has ideas, and the nerve to express them.

The advertisers present were all impressed with the zeal and earnestness of the delegates.

Col. Burr Robbins attended two sessions and took great interest in the discussion of agents' commissions. Col. Robbins thinks it ought to be 12½ per cent.

The proprietors of the Leland Hotel were very courteous and accommodating.

One of the most graceful things that happened during the meeting was the manner in which Clough gave way and consented to the admittance of "The American Advertising & Bill Posting Co., of Evanston.

Munson, though holding the Greater New York franchise, consented to the American coming in from the Borough of Brooklyn.

Will A. Molton did not attend the convention.

Geo. W. Vansycle was compelled to forego the convention, his physician ordering a trip on the lakes. Vansycle's health has been anything but good lately.

Harry Munson is the I. A. of D. member in Greater New York, and the following testimonial shows how he does his work:

Cincinnati, O., June 25, 1898.

Mr. Harry Munson, New York City:

My Dear Sir.—Your recent distribution of half a million samples of Dr. Burkhart's Vegetable Compound in Greater New York has never been equalled in the history of that city.

To put out so large a quantity of samples in fourteen days, and do it so well is certainly deserving of praise, and speaks volumes for the thorough, systematic manner with which you have handled the work.

I have found the top floors of the large tenements rampled as carefully as the lower ones, and that great care was exercised to keep the samples away from children, and place them in the hands of adult members of the family, for whom they were intended. I also found that none of the samples have been wasted; each family having received but one.

Such work as this comes as near guaranteeing returns to advertisers as it is possible to do, and if you continue to keep your work up to its present high standard, sampling will become one of the surest methods of bringing results and Greater New York one of the most productive fields in America. We shall come to you again in September feeling sure that the work will receive the same careful attention that you have given to that just finished. Yours truly,

DR. W. A. LEACH,
Inspector for Dr. W. S. Burkhart.

Cheerful Moments published the following in its last issue:

CIRCULAR DISTRIBUTING.

With this issue we shall discontinue the column of items for Circular Distributors. This decision has been reached by reason of the lack of interest evidenced in it. It is a vocation by itself and properly comes within the sphere of those publications devoted entirely to the distributing business, such as "The Billboard," of Cincinnati, O., and others of a similar character. To give all the news of interest that is of value to the distributor requires more space, much more, than we can devote to it, and to subscribers who have shown an interest in our efforts to keep them informed as to what was transpiring in the distributing world we desire to express our thanks for their friendship and good will.

Will A. Molton claims that our reflections upon his Toledo service were unjust. We still claim that it can not be as good as if it was done under his immediate supervision.

A. E. Dreier & Co., of Burlington, Iowa, send us a clipping from a newspaper predicting the early demise of distributing. That newspaper will die long before house-to-house work does.

SIGN PAINTERS and SIGN MANUFACTURERS DEPARTMENT CONDUCTED BY M. H. FORGRAVE.

How Signboard Advertising Can Be Done Effectively.

Laster laughed a good deal when I told him that I had an idea of trying the old country-road advertising signs again; but he is good-natured and lets me do about as I like about such harmless things, and I have been at work on them for quite a while now.

Laster has been selling his old shoe packing cases to a candy wholesale firm for five and ten cents apiece and I stopped that, and the little junior clerk and I have been knocking them to pieces as fast as they were emptied. I used to go to all sorts of pains with my country signs, having the boards exactly square, building them up to a special size, and bracing the backs with infinite pains. I don't do so now. Just as we happen to get the boards out of the box is the way now, and I adapt the sign to it. End boards of boot boxes, side boards of sixty-pair cases, top boards—they all look alike to the little junior clerk and me, and we knock out ten or twenty a day and not half try.

All that we make any pretense of doing with the boards is to give them smooth edges. Confidentially, I presume it would be just about as cheap to buy lumber and saw the boards as we wanted them; but it would lack that element of getting something for nothing which is so dear to the true economical adviser for the country trade.

The first requisite in country signs is to have good paint. I have gotten all over using those ready-mixed sorts. Good lead and oil are the only things to use, and good, thick coats at that. I prefer to put two coats of white on first—one very thin to fill the board and then another, thicker, to give the color. We paint our boards white, black and blue, but letter only in white and black.

After the boards are given a goodfoundation color, putting on the lettering is the artistic part. I can letter pretty fairly, but the kid, who is only fourteen years old now, and has only been to school six years in all his life, (don't tell the truant officer), can letter as artistically as one of Hote's big railroad sign painters. Funny, isn't it, how it seems to come naturally for some men to letter with a brush. Men who can't write a line so that it can be read, hardly, will take a brush and paint a sign for a strawberry festival that will look as though it had been engraved.

Anybody can learn to do a pretty fair job, though, and don't you believe that you can't. Practice, after someone has given you a copy of how to make the different styles of letters, will fix you out all right. I bought a book of designs, the "Sign Painter's Friend," or something like that, and it had twenty full alphabets in.

We have great fun getting up the wording. Of course, it isn't every firm where you can say anything like "Laster's Shoes Are Laster's Until You Buy Them, and Then They Are Still Lasters."

"3 Miles to Laster's Shoe Store, Lasterville," is a good idea, and we have got one every mile and half-mile on every road leading out of the town. "Do Those Bicycle Shoes Hurt You? Try the Kind Laster Sells." "You Remember, Your Wife Told You to Get Some Shoes for the Baby. Go to Laster's."

"Can't you remember the size of the shoes for the baby? Go to Laster's; he has a table that tells."

"I'll meet you at Laster's. I buy my shoes there."

"That's a nice pair of shoes you have on. You must have got them at Laster's."

"Have you seen that $2 shoe for ladies at Laster's?"

"Have you corns? Then you don't wear Laster's comfort shoes."

There's no use in giving samples. Those are just a few that we have put out. Of course we have a lot of stock wordings. Advertising experts will say that they don't pay; but advertisement experts are not good authority outside of newspaper advertising. The country trade that reads by the wayside needs a lot of dinging at or they will forget the firm name in spite of you.

We get them up in all sorts of ways. Sometimes we load up a one-horse wagon and go out with a ladder for a day of it; but since we have been making them of such light weight we find that the bicycle is the handy thing. A man can go out for his morning's spin with half a dozen signs slung on his back and put them up before breakfast. I can stand on the seat of my bike now and reach up high enough on a tree to give a sign a good showing. It doesn't take long to get a big lot of signs out in the country and it doesn't cost a great deal.

The little clerk is dandy at painting fences. He takes a couple of bottles of paint, white and black, with two or three brushes, and away he goes on his bike. Before he gets back he will have gone fifty miles and will have left a trail of painted signs or fences, rocks, trees and barns that are great things to keep the firm name before the people.

Last year I worked quite a big scheme. I went out and bought the privilege, for a pair of shoes each, of painting signs on entire barns after the manner of Hood's Sarsaparilla, and I think that it paid first rate, because it looked so big. I got regular house and sign painters to do the work, and we painted twenty-two on the roads leading into the village and by the side of the railroad in the suburbs of the village. It cost quite a good bit to do it, but it paid because it was an unusual thing for a village dealer to do. People had seen such things from big city dealers and from the patent medicine houses, but it made things look big for us to do it. We had no trouble to get the barns. A good many of the owners were glad to let us paint them just for the sake of having them painted, and a pair of shoes fixed things right every time.

Another dealer from over the way has got a lead on us in working the country trade. As soon as it gets nice and warm and the farmers wouldn't come into the village because they were so busy, this sharp dealer put a horse and wagon on the road with an assortment of sizes of the sort of goods farmers wear—plow shoes, rubber boots, a few solid shoes for children, some of the medium and cheaper grades of women's shoes and slippers. It was wonderful what a nice little stock he was able to get in a one-horse wagon. It helped out the sales, too, I understand, although it cost something to run the thing and he could only put it out two days in a week.

I think I am going to get a lead on him, though. I've made a deal with the grocery house that sends out a wagon into the country all of the summer, to carry a line of our goods on commission and I think that the scheme is going to be a winner.—I Fitem, in "Boots and Shoes Weekly."

For fixing metal letters on smooth surfaces a putty prepared according to the following recipe is said to be useful: Mix 30 parts of copal varnish, 10 parts linseed oil varnish, 6 parts raw oil of turpentine, with 10 parts glue dissolved in warm water, and 20 parts lime slaked to a powder.

Boycott the Paris Exposition in 1900. Let France obtain her support from her friends, the Spaniards.

NOTES.

Handsome signs for use in frames are being made by sign manufacturers on ebonized wood. The wood is first ebonized, then the designs are printed on in the usual way. Painters may make a good imitation, as follows: First, ebonize the wood. There are several different ways. Probably the simplest is—boil logwood chips until you have a strong solution, give the wood several applications of this, then wash freely with strong vinegar in which some rusty pieces of iron have been allowed to remain for some time. After this is dry, it may be smoothed, and is ready for the lettering, when all should be varnished.

An exchange says: When oil paint "crawls," for instance on a sign board to be written on, a simple remedy consists in painting the surface with diluted white of an egg. After the gilding and before the sign is varnished, the white of egg is washed off again; otherwise the varnish will crack. Oxgall renders the same service. A still simpler way is to rub the respective spots lightly with a half of a raw potato or onion.

Some sign painters, and not a few, are realizing considerable income from the painting of cards for advertising purposes. Every painter has his notion about this kind of work, but the majority of them use water colors, particularly for shading. For inside advertising those that are able to do so paint a water color scene on the card, and put the lettering in small letters. Again, several dry colors are blended on the surface of the card by means of a cotton pad, and the letters painted through this, which makes a very neat and attractive sign.

If signs were made for decorative purposes, we should advise scrolling, etc., but, as they are made to read, would it not be a good idea to make them so they can be read? The gingerbread effect of some sign work is ludicrous in the extreme. Then, what is the use of it? In many instances it only obscures the meaning of the sign by making it hard to read. There are many persons for whom it is difficult to read plain lettering, let alone the fantastic creations of some sign writers.

The painter is frequently required to write the name of a firm on fine wire netting, so-called wire gauze, with oil paint. Such lettering never looks well if the holes of the gauze are not well filled out, says the "Painters' Magazine." To accomplish this, the lettering is generally painted repeatedly with thick paint, whereby, however, the back of the wire is soiled in most cases. In order to avoid this and to write the lettering but once, the wire is coated with a decoction of Iceland moss until a rough surface results. On the gauze thus prepared the writing is done, and after the oil paint has completely dried, the moss slime is removed with warm water. Gold lettering looks very nice on such wire gauze.

Decorators say, blue, as it advances toward yellow on one side or red on the other, loses its cold property in proportion as it loses its own color. Hence, if you have warm colors both for the face of the letters and for the background, it would be an error to introduce a red or another warm color for the shading or shadow. The effect would in all probability be muddy and devoid of both contrast and harmony. Always use a cool color as a shade. It will then act as a neutralizer. Of the three primary colors, blue, yellow, and red, blue is the cool color and yellow and red warm colors. If all the colors on a sign are alike, darm or strong, the effect is likely to be harsh; while, if the colors are weak, a washy appearance generally results. Never put two colors of the same depth of tone side by side.

RED JACKET VERMILION

Outwears all other Vermilion.
Just What You Want
Send for Sample.

BILLINGS, TAYLOR & CO.
Cleveland, Ohio.

An advertising sign to be valuable should be in strong colors for the main parts and very legible. There is no question but that art tones are beautiful, but they do not attract the eye as quickly as strong masses of color. If any ornamenting is done, it should be done to increase the legibility of the sign rather than to beautify it. This calls for but few colors—yellow, blue, red and black and white. Lower-case letters are more legible than caps, because they are seen oftener, although they are not used in sign painting nearly so much.

Attention! Sign Painters.

At the request of numerous readers, we have agreed to bring about a preliminary meeting for the purpose of forming a National Sign Painters' Alliance.

Our plan is a simple one. We merely request all of our readers to fill out and mail us the following coupon:

I would suggest that the meeting looking to the formation of the National Sign Painters' Alliance be held at .....
on ..... 1898.
Signed .....
Town..... State.....

We will publish the result in the September issue of "The Billboard."

We suggest that no date earlier than Oct. 1st be entertained.

Allen E. Harbaugh will favor us with an occasional contribution in the future.

The case of H. G. Wilshire vs. C. A. Neil was tried July 22 in Judge Van Dyke's court, and resulted in Wilshire's securing a verdict against the defendant for $30, the jury having the case under consideration only twenty-five minutes.

Several of the Wilshire Posting Company's men erected a large sign on Neil's premises at the corner of Downey Avenue and Johnstone Street by mistake in February last, the company intending that it be placed on Wilshire's lot diagonally across the street. Neil found the sign on his lot, cut it down, and is alleged to have burned it.

Wilshire sued for $30, the value of the sign, and $20 damages, while Neil filed a cross-suit for $150 damages for the holes dug in his lot. The jury felt that the whole matter would be most equitably settled by Neil's paying Wilshire for the sign.

A few of the delegates and ladies who attended the Convention of the International Association of Distributors at Chicago, July 19-22.

PROCESS WORK.

A wood-engraving is cut by hand on boxwood in such a way as to leave the printed part in relief. That is, the skilled engraver cuts away the light portion of the drawing furnished him by the artist so that when ink from the roller of a printing press is spread over the surface of the block so cut, all the lines of the drawing appear on the printed page, thus reproducing the design. The engraver therefore comes between the designer and the public, and if not highly skilled in his art, sadly misinterprets the artist. In no case does he give a fac simile of the picture as supplied him. For this reason, artists hail with delight the newer fashion of process reproduction, since this being in the main mechanical, does give an exact fac simile of all the delicate hues and tones of the original picture. Since photographs can be readily used instead of drawings, the ordinary advertiser can largely reduce the expense of his cuts by eliminating the artist to some extent from his bill.

He can not do without the artist entirely, as a skilled man must be called upon to make desired changes, put in the required lettering, and effect an artistic arrangement, without which a cut is not generally attractive, and so fails of its purpose. In process work the design of the artist or whatever is to be reproduced, is photographed upon metal and the lights of the picture are bitten away by the use of acids rapidly and mechanically, instead of being cut away laboriously and slowly by an engraver. Every engraving technically consists of three parts—dead blacks, pure whites and the intermediate tints between these extremes, or what is called for convenience, half-tones. In a photograph these half-tones are made by the delicate shadings from one tint into another; but this is not possible to the engraving, for the reason that the printing press uses a solid color, generally black, and therefore there can be no gliding imperceptibly from one tint into another, since all portions inked up by the rollers of the press would appear as simple, solid black.

These half-tones, in the wood engraving, are effected by heavy or light lines, or by light and heavy dots. In the same way, a pen-drawing shows the half-tones. In a wash-drawing or a photograph, however, the half-tone is produced by tints or masses of light or heavy shade, without strong lines or decided dots. Therefore, to reproduce a photograph or a wash-drawing, the whole surface of the picture must be broken up into dots or lines. This, in the lithograph or print from the stone, is produced by graining, but in process work is generally effected by the interposition of a screen between the sensitive plate and the copy. This screen is made by ruling on a glass plate fine lines, crossing each other in two directions like the mesh of a sieve, and then filling the grooves thus made by some opaque substance. The resulting negative made with this screen is made up of large and small dots at greater or lesser distances apart. An engraving from this negative gives what is known to the trade as a half-tone block. This half-tone block is not fit for ordinary newspaper printing; it can be so used, and is so used to some extent, but the result is not sightly. In weekly papers or in magazines where a better quality of paper is used, better ink provided, and more care taken with the presswork, the effect of a good half-tone is admirable and where great care is taken, highly artistic. One thing we observe from the above is that it is simply impossible to make a line cut from a photograph direct. A half-tone can be made as the surface can be broken up into dots or grains, but as there are no lines in the photograph to start with, there is no way of making a direct reproduction from it which shall be made up of lines as in the ordinary newspaper cut. The only way to make such a cut is to have a drawing made from it by an artist and a cut made from that drawing. Newspaper cuts are mostly in outline and are quickly made by experts in that line. To facilitate matters, however, a photographic print is made on drawing paper, over which the artist draws his lines and afterwards the photograph is bleached out with mercury or cyanide of potassium, leaving only the lines drawn by the artist. As anything can be photographed and anybody can press the button of a kodak, the range of subjects open to common mortals is immense. These snap shots are good as far as they -- and are valuable as suggestions, but since the standard of taste is advancing with each day, and the public is being educated up to a higher and higher standard, (at least here in the United States), one should be chary of relying on his own unaided judgment as to what is or is not attractive to the public. It is well to consult a trained man in this line, just as one does in any other.

If I have made plain to the reader the difference between line and half-tone, I am satisfied for this time, for my experience shows that the majority of laymen need just such instruction. Any question as to process work or advertising, or matters of interest connected with photography will receive consideration if addressed to "Process Work," care of this paper.

PHILADELPHIA.

A case stated was yesterday filed in the Common Pleas Court between the city and ex-Sheriff Samuel M. Clement, in which the court is asked to decide whether Mr. Clement has the right to retain certain fees collected by him during his term of office, from January 1, 1894, to the first Monday of January, 1897, amounting in the aggregate to $5,872.50, or whether they should have been turned into the County Treasury.

A good paint for bulletins is made by doping linseed oil with paraffin oil or kerosene, and using plenty of color. Such paint flows easily and will generally stand for the requisite time.

SYRACUSE.

Geo. Castner secured the contract for advertising the big State Fair, as witness the following clipping:

W. Judson Smith, general manager of the New York State Fair, which takes place the week of August 29, yesterday closed a contract with George Castner, the veteran bill poster, for handling all the advertising matter, in the way of poster work, for the forthcoming exhibition. This is the largest bill posting contract ever consummated in Syracuse. It provides that over 25,000 sheets of matter shall go on bill boards, 3,000 pieces of window work to be put out and upwards of 50,000 couriers be distributed.

The territory to be covered by Mr. Castner reaches from Albany to Rochester, and from Binghamton to Ogdensburg, the contract calling for all intermediate towns and villages to be thoroughly billed, and all the country within a radius of forty miles to be covered. This willl require from eight to ten teams and upwards of fifty men, who will be kept busy from now until the exhibition takes place.

SAN FRANCISCO.

T. V. Maxwell was convicted by Police Judge Low July 21 of a violation of an ordinance which provides that advertising fences shall not be erected along the fire walls of buildings within the fire limits. Maxwell erected the fence in question July 14 on top of the buildings at the corner of Market Street and City Hall Avenue. He was given a permit by the Supervisors to raise the structure. The Fire Department objected to the fence, however, and under the general law which forbids such structures caused Maxwell's arrest. Judge Low held that the Supervisors could not go behind their original ordinance and that therefore their permit was invalid.

The press in various localities objects to the Geo. W. Childs Cigar posters, on the ground that the use of the philanthropist's portrait is impious. The claim is but a thin disguise to veil their chagrin over the inroads that the bill boards are making on their advertising columns.

R. H. FORGRAVE,

The Billboard has made an arrangement with Mr. Forgrave, whereby he will hereafter conduct our Sign Painters' Department exclusively.

NEWBURGH, N. Y.

Newburgh, N. Y. needs a bill poster. It is a city of about thirty thousand, with ten thousand surrounding, and a good man there should be able to work up good business. Mildrum, of Yonkers, or Sprenger, of Pookeepsie ought to put in plant there. Fishkill-on-Hudson, West Point, Cornwall, Haverstraw, and other good towns nearby could be included in the circuit. The bill poster now at Newburgh has very few boards, and advertisers are unable to get reply to letters, especially if his few boards happen to be full. It is also said that he gets orders and never attends to them, and never replies to inquiries.

Chapman's Bulletin Service at Cincinnati is the best.

COUNCIL BLUFFS.

A bill poster's license was granted to C. W. Nicholas and permission to erect a bill board on the bank of Indian creek, near the Main street bridge.

Austin, son of John G. Reese, has entirely recovered from the accident which befell him in the latter part of June.

At the annual meeting of the Montana bill posters held in Butte Monday, M. J. Wells, of this city, was elected President for the ensuing term.

Mrs. Geo. Tisdale, the bill poster at Montgomery, Ala., is the association member at that point. She has opposition, and deserves all the support that the other members can give her. Remember, send your paper to Mrs. Geo. Tisdale, 314 N. Lawrence Street, Montgomery, Ala.

Yellow on black is the strongest combination in sign painting.

BILL POSTERS

Who are Up-to-Date,
All Use-----

The Williams Typewriter

Is a machine of the highest standard.
Visible writing, simple and easy to learn—a child can operate it. Address

EDWIN A. HARDIN CO.

No. 519 Walnut Street, CINCINNATI, O.

Billposting Trust.

The proposed United States Billposting Co. — Preliminary Steps have been taken in the gigantic deal—Proposed capital $5,000,000 —H. G. Wilshire the projector.

It has come. That is to say the preliminaries have been outlined and steps looking toward the formation of a monopoly which will control absolutely all the posting of the United States have been taken. H. G. Wilshire is the promoter and just as we go to press confidential circulars have been received. The movement will not be allowed to languish, but will be pushed vigorously.

We cannot as yet offer any comment upon the scheme, as such information as we now possess has been given us in confidence.

Next month however, we will devote considerable space to a discussion of its various features.

The Following Preamble and Resolutions Were Passed at the I. A. D. Convention.

Whereas, The Internal Revenue Tax imposing one eighth of one cent on proprietary remedies, if imposed upon sample packages intended as advertisements for distribution from house to house is prohibited, and,

Whereas, The law does not impose any such tax on free samples, but explicitly reads: "Articles manufactured to be sold"; and,

Whereas, Some officers of the Internal Revenue Department have erroneously construed and attempted to enforce said tax against said free samples; and,

Whereas, If it continues to be enforced it will work great hardship to proprietary remedy houses, and rob over five thousand distributors throughout the United States of a livelihood; and,

Whereas, We do not believe that the framers of the measure ever intended that it should be enforced against advertisements or sample packages, intended to create and build up demand; now therefore:

Resolved, That we, The International Association of Distributors in convention assembled at Chicago, July 19th-22nd, individually and collectively protest against the enforcement of said tax; and be it further

Resolved, That a copy of these resolutions and protest be drawn up and signed, and forwarded to the Commissioner of Internal Revenue with a request praying for a special rule which will exempt our business from total annihilation.

WE WANT YOU . . .

To become a subscriber to UP-TO-DATE IDEAS, because we believe it will be beneficial to you, and, again, because we want 50 cents for a year's subscription

IT WILL PAY YOU

To subscribe for UP-TO-DATE IDEAS. It has many good suggestions every month, which will be worth much more than their cost to you.

SAMPLE COPY SENT FREE.

UP-TO-DATE IDEAS PUBLISHING CO.
GRAND ISLAND, NEBR.

Fair Department

JUDGING.

In our experience in judging (in the show ring) horses and sheep, we have found it quite different from the way we were taught was right to do, viz.: give our reasons for placing first, second, third etc., as we had to do under Prof. J. A. Craig's instruction at the University of Wisconsin. As there is usually more competition in showing horses we will take them for an example.

The average county fair has at least three days for showing stock, and asks the people to pay for admission, and the people have a right to expect something of a show. Everybody likes to see a good horse and every man that has a good one wants people to see it; hence the only just way is to have a horse show every forenoon and a horse race every afternoon. Invite the patrons of the fair into the amphitheatre instead of charging an admission fee and keep everybody out of the show ring, which should be in front of the amphitheatre. In this manner spectators are comfortable and not in the way, and the ever-present small boy is provided for and the judge has an opportunity to do his work justice.

Since the single judge system has become almost universal it is all-important that he be a man of integrity and honor and thoroughly competent to do the work he has in hand. The simple fact that he must render his judgment public and give his reasons therefor is complete guarantee that no one can use moral suasion, money or friendship to influence him, as the public will be its own judge, do what he will and say what he may.

On the other hand, exhibitors will know that everything is a "square deal" and "above board," and that the "rake-off" method is not in operation. We believe that much less dissatisfaction would be found among exhibitors, andthe judge would not be called on two days after the class was shown to give his reasons why "my mare ain't better'n the old hide you give first to." He has the animals there before him for comparison, and if he is competent, he can justify his decisions beyond question.

In no class of stock would it be of more advantage than sheep, since the judge sees a mutton sheep with his finger tips. The flo k-master's art has covered many very serious objections which are invisible to the naked eye, but are readily discerned by the expert's finger tips. With such practice in vogue, and orderly, attentive onlookers, the giving of premiums would be more than a mere handling of colored cards and ribbons and granting the privilege of drawing so much money from the fair board. We hope that the progressive fairs of 98 will print in their premium lists the name of the judge in every class, and his reasons for placing the awards should be made public in every case of competition.—Geo. E. Douglass.

Hillsboro, Ills. will give a free street fair, Sept. 21-24. All communications should be addressed to the secretary, Edward A. Cress.

A Plea for the County Fair.

The following is from the Oglethorpe (Ga.) Citizen:

We will welcome the return of the county fairs, which are held so seldom in this splendid State, and especially in this good old county of Macon. We have seen them in the thriving little city of Marshallville, and gala times there were, the neighbors all assembled, vieing one ith the other for the blue ribbon cattle or the prize-winning products of their soil. But they are held so seldom, they are almost memories.

Who does not love the county fair, with its herds of cattle, flocks of sheep, the finest horses, coops of chickens, baskets of vegetables, clusters of fruits, products of domestic industry, and so forth and so on—how they all make themselves felt and remembered! What a stimulating effect they have upon the industry and thrift of the people! How can we over-estimate the benefits?

Every county should hold a fair at convenient times and bring the people and their flocks and products together. Aside from the friendly rivalry it inspires it inculcates among the people a deeper interest and sincerer sympathy one for the other. Here will be asserted that "fellow feeling which makes us wondrous kind."

We need to get closer together fellow-citizens, and be more closely identified with each other's happiness and prosperity. We ought to strive to know each other better, so that we can be more sympathetic and helpful.

County fairs will do much on this line. Let's have one and bring together all the people in a grand, sweet, friendly reunion. Make the displays beautiful and attractive, and they will tell in eloquent silence a story of fertile lands and happy homes. They will be alluring to strangers, and we would not be surprised to see a new era of improvement follow the joys of the county fairs.

The Washington (Ind.) Free Street Fair wants attractions of all kinds. Communications to C. G. Gardiner, Washington, Ind.

Every agricultural society should join the American Association of Fairs and Expositions.

THE TROTTERS AT FAIRS.

The trotter has never received the proper recognition from the fair associations, says the Northwestern Horseman. While undeniably the greatest attraction there, the tendency of secretaries has not been in any way extravagant in offering inducements to the owners of good horses to contest on their tracks. They generally show an extremely economical weak streak when the purses and stakes are awarded, and evince an unhealthy yearning for an expensive balloon ascension, which is usually a fizzle, or a bicycle exhibition, which is as free from excitement as a funeral. The error of such a course is at once apparent. Without encouragement at home, the industry of breeding, training and driving the trotter must inevitably languish. Look for a moment how far-reaching in effect is this want of encouragement. The breeder, without the incentive of a good market, loses interest in his choice and selection of stock; the lover of the light harness horse, owing to the lack of opportunities to try the speed of his horse, is satisfied with medium specimens of the equine family; the driver and trainer are forced into other lines of employment or leave the State, and dealers and buyers make their purchases elsewhere. Make it profitable to produce, train, and drive trotters on the tracks of the Northwest by making the purses and stakes liberal, and the greatest impetus possible will be given to the business. We subsidize and grant bonuses to hundreds of industries not one whit more deserving. Why not, then, unite and give all necessary aid and encouragement to an enterprise in which the Northwest can easily excel?—Northwest Farmer.

Fair managers seeking a special attraction will do well to correspond with the marvelous Irwin Family, whose advertisement appears in another column. Jas. Irwin is without any doubt the greatest head balancer that the world has ever seen. Dora is a remarkably clever juggler and horizontal bar artist, while James Leo does the neatest club-swinging act on the running globe that is now before the public.

The Irwin Family are artists in every sense of the word. They have played Keith's circuit and all the leading vaudeville houses, and are prime favorites from the Atlantic to the Pacific.

WESTERN SLOPE FAIR.

MONTROSE, Colo., July 16.—(Special.)—Last evening the Chamber of Commerce held their annual meeting for the purpose of electing officers. It was the largest meeting of this body in years. The officers elected for the year were: F. D. Catlin, President; J. L. Atkinson, Treasurer, and W. O. Redding, Secretary.

The general expression of the revival of business by the members of the Chamber created great enthusiasm, and it was unanimously voted that the Western Slope Fair be held on the 22d, 23d and 24th of September, and the following Executive Committee was appointed for the purpose of managing the fair: Dr. A. Johnson, A. Walters, John Tobin, J. J. Ross, John Deeble, T. W. Monell, A. F. Reeves, C. E. Dungan, W. A. Thomas, and W. C. Redding. The personnel of the committee insures the success of the fair.

Novelty and aerial acts, aeronauts, Midway features, etc., are wanted at the big Fort Wayne Street Fair; address: Louis Heilbroner, Fort Wayne, Ind.

The Rhode Island State Fair.

A great week of racing and general enjoyment is promised by the Rhode Island State Fair, beginning at Narragansett Park, Providence, on the first Monday in September. There will be three races each day, with purses of $1,000 each, named for the most popular classes of horses. The association will give in the aggregate $15,000, and a most brilliant season is predicted for the historic old track. To close on August 22, the association has opened eight $1,000 purses for 2:08, 2:13, 2:18 and 2:25 pacers, and 2:10, 2:14, 2:18, and 2:25 trotters. The entrance fee is five per cent., with five per cent. from money winners, and the races will be mile heats, three in five. All entries and other communications must be addressed to the Rhode Island State Fair Association, Box 1425, Providence, R. I.

Fred. S. Hallenbeck, of the Hudson (N. Y.) Fair, wants to hear from grafters and fakirs. Everything goes.

J. W. Fleming, Columbus, O., is Secretary of the American Association of Fairs and Expositions.

INDIANA.

The prize list of the State Fair has been published, and is now being distributed by Secretary Kennedy to former exhibitors and others who are interested in the fair. Accompanying the prize list is a statement from the State Board of Agriculture, which reads:

"For the last four years the management of fairs was confronted with 'red-ink' balances, until they,, together with the public, gave utterance to the cry that 'the day of fairs is past.' Nothing has been better demonstrated by the innumerable hosts that attended the fairs in 1897 and the rejuvenated interest in all departments than that these conclusions were based upon false estimates. While this is true of fairs generally, it is especially true of state fairs, and no attendance in the history of the Indiana State Fair will approximate that of last year. The management are therefore pursuing the work of arranging for the fair of 1898 with restored confidence, renewed energy and bright prospects, and will certainly come up to the standard made for them by those who intrusted them with their duties.

"Years of experience and the demands of the times have advised some changes, and this year it will be a pleasure to both the exhibitor and the visitor to have the exhibition of horses and cattle on a broad plaza intervening the grand stand and the race course, where the exhibitor can have the benefit of having his herds viewed and criticised by the masses instead of the few, and the visitor will enjoy a comfortable seat while he witnesses the performances on the track and the show of horses and cattle at the same time. This arrangement will remove the judges' and timers' stand to the opposite side of the course, thus avoiding an obstruction at the critical point of every race, 'the finish.'

"What is termed 'The Battle of the Breeds' is destined to become a most interesting part of the live stock show for 1898, and what particular breed and what particular blood lines will produce the prize sweepstakes herd will be determined in this contest of all breeders of all breeds of beef cattle. Every department has been revised, and the needed additions and deductions have been made until the following prize list is 'up to date.'

"In the matter of special features we can only say at this time that the best that money will buy will be offered, and everything that will make the next State Fair instructive and enjoyable will be provided."

Accompanying the list is a great deal of information to exhibitors and the rules under which entries may be made. The fair runs from Sept. 12 to 17. A race program has been prepared for four days, during the week, for which purses aggregating $7,600 have been offered. The speed program is to be superintended by M. S. Claypool. All races are to be in mile heats, best three in five. Purses are to be divided at 50, 25, 15 and 10 per cent. There must be five entries and at least three to start in each race. The work of the fair will be divided into various departments, with a superintendent to oversee it. Following are the departmental superintendents: Admissions, Aaron Jones, South Bend; grand stand, Knode Porter, Hagerstown; speed, M. S. Claypool, Muncie; horses, John C. Haines, Lake; beef cattle, Claude Matthews, Clinton; dairy cattle and dairy products, Mortimer Levering, Lafayette; swine, Mason J. Niblack, Vincennes; sheep, H. B. Howland, Howland; poultry, Cott Barnett, Logansport; art department, Jas. E. McDonald, Ligonier; horticultural, E. A. Robison, Rocklane; agricultural, John L. Davis, Crawfordsville; mechanical, W. W. Stevens, Salem; privileges, H. L. Nowlin, Lawrenceburg.

The fair will be formally opened Monday, Sept. 12. The next day will be free to children under twelve, teachers in charge of pupils and old soldiers.

A pet stock exhibit will be conducted in connection with the fair by the Indiana Pigeon and Pet Stock Association. Numerous prizes are offered for foreign and native birds and pet fowls.

The prize list contains offers for over 1,200 different classes of entries.

Mr. Miles, of the Akron (Ohio) Street Fair, wants "Midway" attractions.

The American Association of Fairs and Expositions meets at Omaha Oct. 26 next.

The management of the great Allentown (Pa.) fair has gotten out a splendid speed program for its fall meeting September 19 to 23. In addition to the purses, which range from $300 to $700, the sum of $250 will be given to any horse that will beat 2:10 either at the trot or pace. This, of course, will be given to but one horse, and that to the one that will make the fastest time. Entries will close September 6 at 11 p. m.

The American Association of Fairs and Expositions at Omaha, Neb. Oct. 26 next.

WEST VIRGINIA.

Lots of Printed Matter Being Sent Out by the State Fair Publicity Department.

The publicity department of the West Virginia State Fair, under the direction of Secretary George Hook, and under the immediate supervision of Bert Schwartz, is giving the approaching exhibition greater publicity than has been had by any previous fair. A tremendous amount of printed matter will be sent to all parts of West Virginia, eastern Ohio, and western Pennsylvania. It would take the whole of a mail car to accommodate all of the matter. There are 5,000 tubes, each containing one of the attractive lithographed hangers; these hangers placed in a row would be three miles long. Then there are 10,000 premium lists, 4,000 race programs, 7,000 or 8,000 six-sheet posters, and 20,000 bulletins. Properly distributed in the tri-state region, this systematic and expensive advertising ought to result in a largely increased attendance at the 1898 fair.

The Donaldson Litho Co., of Cincinnati, make the largest and finest line of fair posters.

Under the title "A Hideous Defacement of Nature," the New England Grocer publishes the following diatribe against bulletins:

No one will deny that there is nothing more offensive to the sight than the hideous sign boards that are put up by advertising men at many of the most picturesque and beautiful places of the country for the purpose of forcing on the sight of the tourist or traveler the wares and nostrums of certain manufacturers and patent medicine men. Our beautiful parks and boulevards are defaced by the presence of these revolting and disgusting signboards. They have become a nuisance in many of our most beautiful residence districts in the city, and it is high time our authorities were doing something to abate it.

We have called attention to this matter before in our columns. One can hardly go anywhere about the beautiful parks of our city, or take a drive upon our fine streets and boulevards without being confronted by these hideous sign boards. We can not take a railway trip into the country or visit any charming rustic locality without being stared out of countenance by these hideous placards.

We doubt if this kind of advertising pays, as it can not fail to annoy the observer, and to cause him to think ill of the wares and nostrums thus forced upon his notice. We are happy to hear that New England has taken hold of the matter with a strong hand. On a late visit to that locality we were particularly impressed by the abuse of this privilege, which had somehow been accorded to advertising men. We are informed by an Eastern contemporary that "a bill has been introduced in the Massachusetts Legislature providing that "no person shall place or maintain within 500 feet of a State highway, or of a parkway or boulevard, an advertising sign, or picture or poster intended to serve as an advertisement, if the superficial area of the said advertisement, either by itself or twenty feet of it, exceeds ten feet square." It is further provided that any person violating the provisions of this act shall be fined not to exceed $100 for each week during which the violation continues." This is good sense; we need a similar law, not only in Illinois, but in the other States of the West. In Minneapolis and other cities the nuisance has become almost unbearable to the citizens. To allow this abuse to go on until every picturesque building, rock or fence in the country is painted with these gaudy, glaring and vulgar inscriptions is to permit the spread of a nuisance that will become unbearable to all people who have any sense of the sublime or beautiful in their souls.—Grocers' Criterion.

Agreeing with our contemporary, we regret that the committee of our State Legislature to whom this bill was referred has reported it inadvisable to legislate. The evil ought to be corrected by law. The expenditure is wasteful and foolish, and the defacement of public squares is indefensible. We are glad to state that we find that in very many towns and cities of Massachusetts this defacement is prevented by local ordinance and by law. The advertiser who defaces public places can not hope to win a confidence from the people. He wastes his money and offends the consuming public at the same time.

"The Billboard" is regularly read every month by every bill poster in the United States and Canada. From Maine to California, from Manitoba to the Gulf, they all take it, and they all read it—every word of it.

Paint your bulletins in such a way that people will inquire about the article you are advertising first of all. As soon as a person begins to inquire about an article he needs, that article is more than half sold.

Distributors
AND
Bill Posters

We are ready to begin advertising Kaliale extensiveiy. We are going to post and distribute on a very large scale. We are now making up our lists. We want your address and your terms. Write quick.

KESSLER & KESSLER, Clayton Mich.

THE BILLBOARD.

PUBLISHED MONTHLY AT

127 East Eighth Street, Cincinnat, O., U. S. A.

Address all communications

For the editorial or business departments to

THE BILLBOARD PUBLISHING CO.

Subscription, $1.00 Per Year, In Advance.

ADVERTISING RATES:

Advertisements will be published at the uniform rate of ten cents per agate line; copy for advertisements must reach us on or before the twenty-fifth of the month. Our terms are cash.

Billboard Advertising is sold in London at Low's Exchange, 57 Charing Cross, and at American Advertising Newspaper Agency, Trafalgar Buildings, Northumberland Ave., W. C. In Paris, at Brentano's, 37 Avenue del Opera. The trade supplied by the American News Co. and its branches.

Remittance should be made by cheque, post-office or express money order, or registered letter addressed and made payable to The Billboard Pub. Co.

The editor cannot undertake to return unsolicited manuscript: correspondents should keep copy.

When it is necessary to wire us the instructions and copy for advertisements, great saving in the matter of telegraph tolls may be had by recourse to the Donaldson Cipher Code.

Entered as Second-Class Matter at Post Office at Cincinnati, Ohio.

AUGUST, 1898.

A chain is no stronger than its weakest link, and an association is like it, in that each and every member of the organization must be strong and true. Furthermore, each must needs be loyal. Hence it is that most associations require applicants to sign an agreement to abide and be governed by all rules and regulations of the organization before they will entertain their applications. This custom is a wise one. It is the greatest safeguard that any league or union can devise. It protects and insures the perpetuation of the association, prevents much internal dissension and renders the organization integrally powerful.

The Associated Bill Posters, in common with other trade organizations requires a distinct understanding on this point.

***

At the meeting at Buffalo, Mr. Sam W. Hoke, the enterprising and capable New York solicitor, made application for appointment as an official solicitor of the A. B. P., and either because of a misapprehension of the real significance of certain questions upon his part or an unfortunate choice of words upon the part of his questioners, conceived the idea that loyalty to the association meant disloyalty to his friends. In his characteristically impetuous fashion he flung diplomacy to the winds, spoke hastily and—his application was rejected.

We want to go on record right here by stating that the affair was most unfortunate, not only for Mr. Hoke, but for the association as well. The association needs Hoke and Hoke needs the association. Many members who voted against him were outspoken in their regret and one and all expressed the hope that next year, the matter might be satisfactorily adjusted.

***

That wonderful organization, The International Association of Distributors continues to surprise its members and friends with ever recurring frequency. The Chicago convention is the latest and most gratifying evidence of its growing strength and influence.

Seventy members attended and participated in the proceedings, and seven of the largest advertisers in America traveled long distances to the meeting. In addition to this, over forty national advertisers sent communications congratulating the organization upon its growth and thanking the members for the great improvement in service which has been brought about through their influence.

The interest manifested by advertisers is as significant as it is marked. It means that the I. A. of D. is one of the recognized institutions of America.

***

Although interest in the proposed Sign Painters' Alliance continues unabated, the movement languishes for lack of some one to take the initiative. It wants a leader, some one who will go to the front and give it a push by calling a meeting and forming a temporary organization. We have been called upon to do this, but we simply can not undertake any additional work. We are compelled to decline emphatically and positively. We will, however, start the ball rolling by bringing out an expression of opinion. In another column we outline a plan which, if followed, will probably result in a preliminary meeting. That in our estimation is all that is needed. The movement will then take care of itself.

***

On October 26th next, at Omaha, Nebraska, the American Association of Fairs and Expositions will hold its annual convention. Under the existing laws of the association only State Fairs are eligible for membership.

This is to be changed. The organization is to be thrown open to county and district fairs. Every agricultural association in the United States and Canada is invited to send a delegate.

The advantages which will follow this movement are simply incalculable. They simply can not be even estimated. For this reason it is to be hoped that every agricultural society and fair association throughout the country will immediately consider the advisability and take steps to send a representative to the meeting.

Every county and district fair association should commence at once to take steps to affiliate with the American Association of Fairs and Expositions. The next meeting takes place at Omaha, Neb., Oct. 26th next, and every society is invited and expected to send a delegate.

It is to be hoped that every fair association will avail itself of the invitation and provide for representation without delay.

J. W. Fleming, Columbus, O., is Secretary, and will answer all inquiries for information.

W. B. LOWDEN

Was Elected Ambassador to the Meeting at Dublin, Ireland—The Popular Metropolitan Bill Poster Carried Off the Honor With a Handsome Majority.

Billy Lowden goes to Ireland as the representative of the American bill posters. He received 2,982 votes. The contest was a great success. Pretty nearly every bill poster in America expressed his choice by voting. The general opinion was that the honor should go to a New York man.

Lowden not only received the votes of bill posters, but owing to his membership in the I. A. of D. the members of that organization pulled for him.

Sam W. Hoke managed Mr. Lowden's campaign, and it is due to his executive ability in no small measure that Mr. Lowden's majority was as large as it proved to be.

Mr. Lowden attended the convention at Buffalo, and was the recipient of congratulations on all sides.

Mr. Lowden will sail on the Aurania Aug. 30th.

The vote at noon on Saturday, July 9th was as follows:

W. B. Lowden	2982
Isaac M. Monk	1739
Geo. M. Leonard	1017
P. F. Schaefer	542
L. H. Ramsay	164
Geo. H. Siebe	110
Jas. A. Curran	30
J. Ballard Carroll	26
H. W. Walker	25
Albert Weber	25
Chas. Vogel	24
E. C. Donnelly	24
Geo. Castner	24
Jas. F. O'Melia	22
Frank Fitzgerald	21
R. C. Campbell	20
John G. Reese	18
Geo. J. Sherer	15
P. B. Oliver	13
J. J. Flynn	12
Edw. A. Stahlbrodt	11
Al. Bryan	11
Emmett Littleton	5
A. B. Beale	5
W. C. Tirrill	3
C. K. Hagar	2
J. Garlick	2
E. M. Slocomb	2
C. B. Woodward	2
Barney Link	2
A. Van Beuren	1
Harry Stoops	1
Mrs. Dundon	1
C. F. Filbrick	1
Fred. W. Jenks	1
F. P. Ketelson	1
J. C. Fockelman	1
W. P. Fay	1
C. H. Griebel, Jr	1
H. G. Wilshire	1
Geo. H. Bubb	1
Chas. Bryan	1
Sam Pratt	1

The voting contest was a great success. We understand that our esteemed contemporary, "The Bill Poster," of London, England, will send a representative to attend our meeting next year at Milwaukee.

If this is done, we will send another American boy abroad in 1900.

The value of an advertisement depends altogether on the number of people who read it and how they are impressed by it. If the impression is good, it is favorable for the business; if otherwise, the sales will be diminished rather than increased. Every day we see costly errors made in advertising; errors for which there seems to be no excuse, taking into account that the men who make them have devoted their whole lives and much money to the study of advertising. A small, beautiful picture, gotten up in fine detail, is well enough for the magazines, but is out of place on the bill boards.

"No exhibits for the Paris Exposition of 1900" should be the watchword in America.

MILWAUKEE NEXT YEAR.

The annual convention of the Associated Bill Posters for 1899 will be held at Milwaukee. Inasmuch as the meeting comes West, it behooves the Western members to make a showing.

Let us all get to work and increase the membership in the West. Let us perfect all the State organizations. There is no reason why all of them should not be in just as good shape as Ohio and Michigan.

Many a good man remains unattached, who should be a member, not only of his State association, but of the national body as well.

If the case is laid before him in the right manner he will come in.

The Associated Bill Posters has exerted a wonderful influence for good. Let us strengthen it and thereby extend that influence.

NEW YORK NOTES.

Sam W. Hoke went from Buffalo to Chicago, checked up the George W. Childs Cigar display on the bill boards, painted walls and L road lines, made a number of new contracts, and incidentally closed a $14,000 deal with the publishing house of Laird & Lee, for bill posting Opie Reid's great book, "The Jucklings," throughout the Union.

Harry Munson's bill boards do not contain a sheet of dead paper, and are certainly a glowing picture at this time. Seidenberg & Co.'s Cigars and Navy Tobacco seem to dominate, followed by Boro Lithia Water, Washburne-Crosby Flour, Chambers' Encyclopedia, Hunter Whisky, Vin Mariani, New York Journal, H. O. Rockitt's Blue, etc., etc.

The most popular bill poster in America, Billy Lowden, sails July 31 for Ireland, to attend the convention of the United Bill Posters' Association at Dublin, Aug. 16; he carries with him the good wishes of all his competitors in the race, all of whom feel that the popular vote made a most wise selection.

As a rule, the Summer season is to be dreaded by the metropolitan bill poster, but this one is an exception at least so far as Munson is concerned, as he is carrying as much paper as at any time during the year.

The man who says the association does not benefit bill posting was not at Buffalo in July—or else he was never there before; Filbrick's plant was one of the sights of the town.

Wilshire got in a day late, but managed to impress his pet idea (that bill posting is and should be a trust) on the minds of most of the boys before the trip to Niagara was finished.

Sam W. Hoke had three offers of partnerships from association members in one day before the wind up of the meeting, and one offer from an "official" solicitor.

CHARLES MAXWELL DEAD

Mr. Chas. C. Maxwell, the well-known bill poster of Lincoln, Ill., and late Treasurer of the I. P. B. A., died Saturday, July 23, of typhoid fever. His funeral took place Monday.

Mr. Walter Donaldson, of the Great Western Printing Co., of St. Louis, was a "Billboard" caller July 26th. Although quite a young-looking man, Mr. Donaldson has been connected with the Great Western over sixteen years. He has a very large acquaintance among showmen.

LIST OF 1898 FAIRS.

This list is revised and corrected monthly. Secretaries are urgently requested to send in their dates at the earliest possible moment after they are claimed, and to notify us promptly as to any change. Rosters and dates are published absolutely Free of Charge.

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ALABAMA.

ANNISTON—Oxford Lake Northeast Alabama Fair Association. Oct. 18 to 22. W. F. Higgins, pres.; Dr. T. W. Ayers, secy.; Geo. W. Eichelberger, treas.

ARKANSAS.

PINE BLUFF—Arkansas State Fair. Oct. 18 to 28.

BRADFORD—White County Fair Association. R. D. Jones, pres.; A. N. Hodges, treas.; W. A. Hodges, secy.

CALIFORNIA.

LOS ANGELES—District Agricultural Association No. 6. Oct. 6 to 22. John C. Lynch, San Francisco, pres.; Henry T. Fleishman, treas.; Lewis Thorne, secy., 226 S. Spring st.

MARYSVILLE — Agricultural Association, District No. 13.

NAPA—Napa Agricultural Society. E. H. Winship, pres.; John T. Zellmer, treas.; Edw. S. Bell, secy.

SACRAMENTO—California State Agricultural Society. Sept. 5 to 19. Ed. F. Smith, secy.

SAN JOSE—Santa Clara Valley Agricultural Society.

STOCKTON—San Joaquin Valley Agricultural Association. No fair in 1898. F. D. Cobb, pres.; C. E. Doan, secy.

WOODLAND—Agricultural Association, District No. 40. E. M. Barney, secy.

COLORADO.

CANON CITY—Fremont County Fruit Day. Sept. 20 and 21. F. M. Harding, pres.; N. F. Handy, secy.

DENVER—Arapahoe County Fair Association. C. E. Mewer, pres.; J. W. Sanders, treas.; H. H. Smith, secy.

GLENWOOD SPRINGS—Farmers' Club of Pitkin, Eagle and Garfield Counties. Sept. 28 to 30. W. L. Grubb, Carbondale, pres.; Ed. Stauffacher, Catherine, treas.; G. H. Bell, secy.

LOVELAND—Loveland Free Street Fair Association. Sept. 27, 28. O. D. Shields, pres. and secy.

MONTE VISTA—Monte Vista Driving Club and Agricultural Association. Not decided. N. H. Chapman, pres.; R. B. Wallace, secy.; John MacArthur, treas.

MONTROSE—Western Slope Fair. Sept. 22 to 24. F. D. Catlin, pres.; J. L. Atkinson, treas.; W. O. Redding, secy.

ROCKY FORD—Arkansas Valley Fair Association. Aug. 21 to Sept. 2. R. C. Maltby, pres.; W. T. Wallace, secy.

TRINIDAD—The Las Animas County Fair Association. Sept. 21 to 23. Murdo Mackinzie, pres.; W. J. Caldwell, treas.; Jas. McKeough, jr., secy.

CONNECTICUT

BRAUFORD—Agricultural and Horticultural Society of Brauford. September. Edwin Doolittle, pres.; Wm. R. Foote, treas.; John P. Callahan, secy.

BROOKLYN—Windham County Agricultural Society. Sept. 13 to 15. Chas. W. Grosvenor, Pomfret Centre, pres.; T. B. Sibley, Danielson, treas.; Jos. B. Stetson, secy.

COLLINSVILLE—Farmington Valley Agricultural Association. September. Oliver F. Ferry, pres.; B. F. Case, treas.; E. A. Hough, secy.

DANBURY—Danbury Agricultural Society. Oct. 3 to 7. G. W. Rundle, secy.

ENFIELD—Union Agricultural Society. Sept. 28-29. Olin S. Olmsted, pres.; Milo Hamilton, Ellington, treas.; C. A. Thompson, Ellington, secy.

GRANBY—Granby Agricultural Society.

GUILFORD—Guilford Agricultural Society. Sept. 28. Lewis Wilcox, pres.; A. H. Phelps, secy.

HARWINTON—Harwinton Agricultural Society. Oct 4. Thos. Q. Hogan, pres.; Patrick Hogan, jr., treas.; A. W. Buell, secy.

HUNTINGTON—Union Agricultural Association. Sept. 21 and 22. W. E. Plumb, pres.; D. S. Clark, Long Hill, Conn., treas.; S. T. Palmer, Shelton, Conn., secy.

MERIDEN—Meriden Agricultural Society.

NEW MILFORD—New Milford Agricultural Association. Sept. 6 to 8. J. H. Cochrane, Box 636, secy.

NEWTOWN—Newtown Agricultural Fair Co. Sept. 27 to 29. T. E. Platt, pres.; H. G. Curtis, Sandy Hook, treas.; P. H. McCarty, secy.

NORWICH—New London County Agricultural Society. Sept. 5 to 7. James A. Bill, pres.; Chas. W. Hill, treas.; Theo. W. Yerrington, secy.

ROCKVILLE—Tolland County Agricultural Society. Ed. F. Badminton, secy.

SIMSBURY—Simsbury Agricultural Society.

SOUTHINGTON—Southington Agricultural Co. & Union Grange. Sept. 28 and 29. Geo. L. Messenger, pres.; M. M. Frisbie, secy.

STAFFORD SPRINGS—Stafford Spring Agricultural Society. Oct. 5 to 7. C. E. Dennis, pres.; H. S. Abell, treas.; Chas. F. Beckwith, secy.

SUFFIELD—Suffield Agricultural Society. Not decided. Waldo S. Knox, pres.; J. O. Hawkins, treas.; A. N. Graves, secy.

WALLINGFORD — Wallingford Agricultural Society.

WILLIMANTIC—Willimantic Fair Association. Sept. 27 to 29. Wm. P. Stevens, pres.; Frank Larrabee, treas.; F. A. Sanderson, secy.

WINSTED—Winsted Agricultural Corporation.

WOODSTOCK—Woodstock Agricultural Society. Sept. 19 to 21. H. W. Hibbard, secy.

DELAWARE.

DOVER—Agricultural Society of State of Delaware. Sept. 13 to 16. Geo. A. Millington, pres.; Lewis Schabinger, treas.; A. N. Brown, secy.

FLORIDA

LAKE CITY—Florida Tobacco Fair Association. October. F. B. Moodie, pres.; Thos. S. Chalker, treas.; S. Butler, Thompson, secy.

ST. PETERSBURG—West Coast Fair Association. E. H. Tomlinson, pres.; A. McLeod, treas.; H. L. Whitney, secy.

GEORGIA.

ANGUSTA—Nov. 28.

HAWKINSVILLE—Nov. 15.

LAWRENCEVILLE—Gwinnett Fair Association. Nov. 1 to 4. W. E. Simmons, pr.s.; W. G. McNelley, secy.

MACON—Carnival Association. Oct. 11 to 14. E. A. Waxelbaum, pres.; M. H. Taylo, treas.; M. P. Callaway, secy. F.

MARIETTA—Cobb County Fair Association. Oct. 11 to 14. W. L. Richardson, pr.s.; John L. Manning, secy.

ROME—Oct. 18.

THOMASVILLE—South Georgia Agricultural and Mechanical Fair Association. Oct. 25. Judge H. W. Hopkins, pres.

VALDOSTA—Nov. 8.

WAYCROSS — Waycross Fair Association. No. 1 to 5. L. Johnson, pres.; Warren Lott, treas.; W. W. Sharpe, secy.

IDAHO.

BOISE—The Idaho Inter-Mountain Fair Association. Oct. 3 to 8. E. W. Johnson, pres.; J. H. Anderson, treas.; W. S. Walker, secy.

SALUBRIA—Washington County Fair Association. Not decided. I. R. Smith, pres.; R. E. Wilson, treas. and secy.

ILLINOIS.

ALEDO—Mercer County Agricultural Society. Sept. 20 to 23. John Brady, pres.; J. F. Henderson, treas.; Edward Dool, secy.

ANNA—Southern Illinois Fair Association. Aug. 30 to Sept. 2. M. V. Eaves, secy.

ATLANTA—Atlanta Union Fair. Sept. 6 to 9. E. Stubblefield, McLean, pres.; J. P. Hieronymus, treas.; W. B. Stroud, secy.

AVON—Avon Fair and Imp. Association. Aug. 23 to 26. D. R. Bowton, pres.; F. D. Rea, treas.; Julian Churchill, secy.

BATAVIA—Kane County Fair Association. Aug. 30 to Sept. 2. Wm. T. Pratt, pres.; J. F. McNair, treas.; E. C. Pratt, Aurora, Ill., secy.

BELVIDERE — Boone County Agricultural Society. Sept. 6 to 9. John Hannah, pres.; E. E. Truesdell, secy.

BENTON—Franklin County Fair. Sept. 19 to 24.

BUSHNELL — Bushnell Fair Association. Aug. 30 to Sept. 2. John R. Camp, pres.; James Cole, treas.; Louis Kaiser, secy.

CAMARGO — Douglas County Agricultural Association. Sept. 6 to 9. Wm. Iles, pres.; G. C. Jeffers, treas.; A. Hayward, secy.

CAMBRIDGE—Henry County Agricultural Board. Sept. 19 to 23. T. Boltenstern, secy.

CAMP POINT—Adams County Agricultural Society. Sept. 12 to 16. Geo. Y. Downing, secy.

CARMI—White County Agricultural Board. Sept. 6 to 10. Elvis Stinnett, pres.; R. L. Organ, secy.

CARROLLTON—Greene County Fair Association. Oct. 11 to 14. C. W. Holnback, Rockbridge, pres.; B. C. Hodges, treas.; S. E. Simpson, secy.

CARTHAGE—Hancock County Agricultural Board. Sept. 5 to 9. J. W. Graham, Bowen, pres.; J. C. Ferris, treas.; John F. Scott, secy.

CATLIN—Vermilion County Agricultural and Mechan. Association. Aug. 31 to Sept. 2. Thos. A. Taylor, pres.; Frederick Jones, treas.; S. A. McGregor, secy.

CHAMPAIGN—Champaign County Agricultural Board. Aug. 30 to Sept. 2. H. H. Harris, pres.; J. Mawley Clark, treas.; John M. Beers, secy.

CHARLESTON—Coles County Board of Agricultural. Sept. 13 to 17. R. R. Alexander, pres.; W. V. Miles, treas.; John W. Glassco, secy.

CLEAR CREEK—Putnam County Fair. Sept. 21 to 23.

CLINTON—Aug. 8 to 12.

DANVERS—McLean County Fair. Sept. 20 to 23.

DANVILLE—Vermilion County Fair. Sept. 6 to 9.

ELMWOOD— Elmwood Fair Association. Aug. 23 to 26. W. J. Smith, pres.; C. F. Graham, treas.; C. A. Snyder, secy.

EDWARDSVILLE—Madison County Farmers' Institute and Street Fair. Oct. 12 to 15. John Stolz, pres.; H. C. Gerke, jr., secy.

EL PASO—El Paso District Agricultural Board. Sept. 12 to 16. Edwin Childs, pres.; A. H. Waite, treas.; Geo. R. Curtis, secy.

FAIRBURG—Livingston County Fair. Sept. 5 to 10.

FAIRBURY—Fairbury Union Agricultural Board. Sept. 5 to 9. Dr. S. M. Barnes, pres.; L. B. Dominy, treas.; O. S. Westervelt, secy.

FREEPORT—Northern Illinois Agricultural Association. Sept. 6 to 9. H. P. Aspinwall, pres.; J. B. Taylor, treas.; Jas. R. Cowley, secy.

GALENA—Galena Fair Association. Oct. 27 to 30. W. T. Hodson, pres.; W. Barner, treas.; Frank Bostwick, secy.

GOLCONDA—Pope County Agricultural Association. Oct. 6 to 8. John R. Smith, pres.; Edward B. Clark, treas.; Barney Phelps, secy.

GRAYVILLE—Aug. 30 to Sept. 3. C. H. Oxman, secy.

GRIGGSVILLE—Illinois Valley Fair Association. C. W. Simmons, pres.; J. W. Strad, treas.; J. F. Hatch, secy.

HIGHLAND — Highland Madison County Fair. Sept. 1 to 4. Selmar Pabst, pres.; Frcd. Sieglist, treas.; Timothy Gruaz, secy.

HILLSBORO—Hillsboro County Fair and D. P. Association. Chas. W. Bliss, pres.; Alex A. Cress, treas.; Edw. A. Cress, secy.

HOMER—Homer Fair. Aug. 23 to 26. H. V. Taylor, pres.; C. D. Babb, treas.; J. Bennett, secy.

HOOPESTON—Hooperston Fair and Trotting Association. Aug. 22 to 26. J. A. Cunningham, pres.; J. H. Hamilton, jr., treas.; Dale Wallace, secy.

JONESEORO—Union County Fair. Sept. 13 to 16. J. D. Wilson, pres.; Thos. Rixleben, treas.; Jas. A. Peak, secy.

JOSLIN—Rockland County Agricultural Association. Sept. 13 to 15. Hon. Wm. Payne, pres.; J. Schafer, jr., Port Byron, treas., L. J. Whiteside, secy.

KANKAKEE—Kankakee County Fair. Sept. 12 to 16.

KNOXVILLE—Knox County Fair. Sept. 10 to 14.

KEWANEE—Kewance District Agricultural Board. Sept. 12 to 16. John Moore, secy.

LA HARPE—La Harpe District Fair Association. Aug. 22 to 26. Ed. Wilcox, pres.; C. H. Ingraham, treas.; W. E. Miller, secy.

LA SALLE—La Salle D. P. and Agricultural Fair Association. July 19 to 22. N. W. Duncan, pres.; W. Biergenburt, treas.; M. Cunning secy.

LE ROY—Le Roy Fair and Agricultural Association. Sept. 5 to 9. J. W. Bliney, secy.

LIBERTYVILLE—Lake County Agricultural Society. Sept. 13 to 16. Byron Colly, pres.; E. W. Parkhurst, treas.; Jas. M. Woodman, secy.

MACOMB—McDonough County Stock Agricultural and Mechanical Association. Aug. 15 to 19. W. O. Blaisdell, pres.; Geo. Gadd, treas.; Frank R. Kyle, secy.

MARION—Williamson County Fair. Sept. 20 to 23. W. H. Burdy, secy.

MARTINSVILLE—Clark County Agricultural Association. Sept. 27 to Oct. 1. Wm. Sweet, pres.; Harvey Hurst, treas.; G. H. Miller, secy.

MATTOON—Mattoon Free Street Fair. Oct. 5 to 8. Frank Kern, pres.

McLEANSBORO—Hamilton County Fair. Sept. 13 to 16.

MENDOTA — Mendota Union Fair Association. July 12 to 15. Geo. E. Wills, pres.; H. B. Cookins, treas.; Geo. H. Madden, secy.

MONMOUTH — Warren County Agricultural Society. Sept. 13 to 16. Wm. Hanna, pres.; Wm. B. Young, treas.; Geo. C. Rankin, secy.

MONTICELLO—Platt County Agricultural Society. Aug. 15 to 19. Wm. H. Kratz, pres.; O. W. Moore, treas.; C. A. Gatman, secy.

MORRISON—Whiteside County Central Agricultural Society. Sept. 6 to 9. E. A. Smith, pres.; J. J. Hurlburt, treas.; A. R. Lewis, secy.

MT. CARROLL—Carroll County Agricultural Board American Trotting Association. Aug. 30 to Sept. 2. Geo. F. Bucher, pres.; H. N. Griffith, treas.; G. C. Kenyon, secy.

MT. STERLING—Brown County Agricultural Society. Aug. 1 to 5. Geo. A. McDannold, pres.; H. A. Perry, treas.; G. L. Brockman, secy.

MT. VERNON—Jefferson County Agricultural Board and Fair Association. Sept. 13 to 16. Geo. W. Evans, pres.; S. H. Watson, treas.; Fred. P. Watson, secy.

MURPHRYSBORO—Jackson County Fair. Oct. 11 to 14.

NEWTON—Jasper County Fair. Sept. 19 to 24.

OREGON—Ogle County Agricultural Board. Sept. 6 to 9. Chas. W. Sammis, pres.; John Sheaff, treas.; Benj. Chaney, secy.

PANA—Pana Union Agricultural Society. Aug. 29. H. N. Schuyler, pres.; Robert John, treas.; Lou Rowley, secy.

PETERSBURG—Manard County Fair. Aug. 30 to Sept. 2.

PINCKNEYVILLE—Perry County Fair. Oct. 4 to 7. Matthew Rule, pres.; T. L. Wallace, treas.; R. J. Rushing, secy.

PRINCETON — Bureau County Agricultural Board. Sept. 6 to 9. H. B. Waddell, pres.; C. A. Palmer, treas.; O. Wilkinson, secy.

ROCHELLE — Agricultural and Mechanical Association of Rochelle. Sept. 20 to 23. C. E. Gardner, pres.; A. B. Sheadle, treas.; Francis E. Dresser, secy.

ROCKFORD—Winnebago County Agricultural Society. Aug. 29 to Sept. 2. D. W. Barnham, pres.; C. O. Upman, treas.; J. B. Whitehead, secy.

RUSHVILLE—Schuyler County Agricultural Board. Aug. 8 to 12. Hon. Perry Logsdon, pres.; Orson Pettijohn, treas.; A. P. Rodewald, secy.

SALEM—Marion County Agricultural Board. Oct. 11 to 14. John W. Latimer, pres.; T. S. Sherrill, treas.; H. T. Sweeney, secy.

SANDWICH — Sandwich Fair Association. Sept. 13 to 16. W. G. Beveridge, pres.; F. S. Mosher, treas.; E. Randall, secy.

SAYBROOK—McLean County Fair Association. Aug. 23 to 26. T. W. Beardsley, Gibson City, pres.; H. W. Dahl, treas.; C. P. Easterbrook, secy.

SHAWNEETOWN—Gallatin County Agricultural Board. Aug. 29 to Sept. 3. Martin Doherty, pres.; Marsh Wiesheart, secy.

SHAWNEETOWN—Fair. Martin Doherty, pres.; John McKeligott, treas.; Marsh Wiesheart, secy.

SHELBYVILLE—Shelby County Agricultural Board. Sept. 6 to 13. Philip Parker, pres.; Chas. E. Kellar, treas.; Geo. A. Roberts, secy.

SPRINGFIELD—State Fair. Sept. 26 to Oct. 1. J. Irving Pearce, Chicago, pres.; B. H. Brainerd, treas.; W. C. Garrard, secy.

BIG FEATURE FOR FAIRS.

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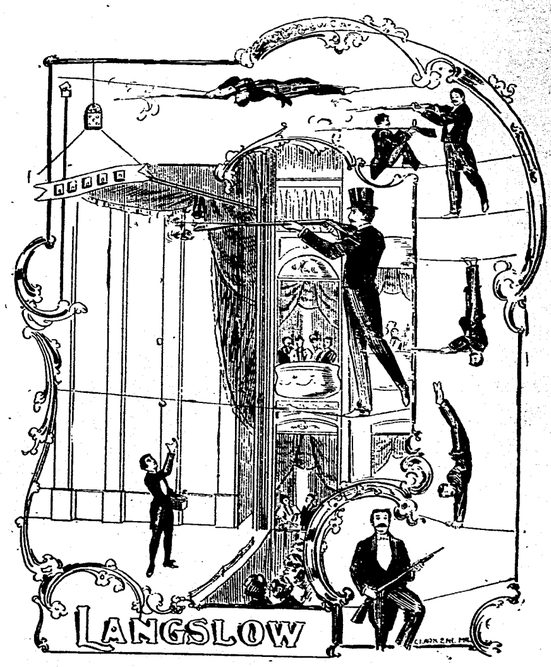

Langslow's performance is unquestionably the marvel of the century, and must be seen to be appreciated. For time and terms, address,

MONS. LANGSLOW, 334 E. 13th St., NEW YORK.

SULLIVAN—Moultrie County Fair. Aug. 29 to Sept. 3.
WHEATON—Aug. 23 to 26.
WARREN—Union Agricultural Society. Sept. 20 to 23. J. L. Graham, pres.; C. F. Taylor, treas.; S. A. Clark, secy.
WATSEKA — Iroquois County Agricultural Board. Sept. 6 to 9. J. C. Bruner, Buckley, pres.; Will A. Coney, treas.; L. F. Watson, secy.
WATSON—Effingham County Fair. Sept 13 to 16. Wm. Voelker, pres.; W. T. Jaycok, treas.; L. P. Mautz, secy.
WOODSTOCK — McHenry County Agricultural Society. Aug. 23 to 26. M. Impleman, Marengo, pres.; Fremont Hoag, treas.; A. S. Wright, secy.
WYOMING—Central Agricultural Society of Stark County. Aug. 30 to Sept. 2. J. W. Smith, pres.; J. A. Klock, treas.; J. M. Thomas, jr., secy.
YORKVILLE — Kendall County Fair Association. Sept. 7 to 10. H. P. Barnes, pres.; J. Armbruster, treas.; R. N. Newton, secy.

INDIANA.

ANGOLA—Steuben County Agricultural Association. Oct. 4 to 7. Horace H. Van Auken, pres.; Orville Goodale, secy.
BAINBRIDGE—Putnam County Agricultural Association. Aug. 1 to 5. Jas. W. Edwards, pres.; G. W. Starr, treas.; A. R. Allison, secy.
BEDFORD—Bedford Fair and Trotting Association. Sept. 19 to 24. T. O. Daggy, pres.; Jas. McClelland, treas.; Geo. W. McDaniel, secy.
BLOOMINGTON — Big Bloomington Fair. Sept. 26 to Oct 1.
BOONVILLE — Boonville Fair Association. Sept. 26 to Oct. 1. Clamor Pelzer, pres.; A. L. Beeler, treas.; S. W. Taylor, secy.
BOSWELL—Benton-Warren Agricultural Society. Sept. 5 to 9. Henry Robertson, pres.; H. W. Dimmick, treas.; W. K. McKnight, secy.
BOURBON—Bourbon Fair Association. Oct. 4 to 7. Geo. D. Ettinger, pres.; L. Johnson, treas.; J. W. Eidson, secy.
BREMEN—Fair. Sept. 27 to 29. John Huff, pres.; Henry H. Miller, secy.
BRIDGETON—Bridgeton Agricultural Society. Aug. 22 to 27. F. M. Miller, secy.
CAYUGA—Ver. County Fair Association. Aug. 30 to Sept. 2. Jas. Malone, pres.; G. L. Watson, treas.; J. S. Grondyke, secy.
CLAY CITY—Clay County Fair Association. Sept. 27 to 30. Jacob Luther, of Connely, pres.; F. C. Watts, treas.; Geo. E. Oberholtzer, secy.
CHRISNEY—Spencer County Fair. Aug. 29 to Sept. 3.
COLUMBUS—Bartholomew County Agricultural Association's Fair. Aug. 9 to 12. A. B. Reeves, Clifford, pres.; Frances F. Crump, treas.; Ed. Redman, jr., secy.
CORYDON—Harrison County Fair. Aug. 29 to Sept. 3.
CORYDON—Jas. W. McKinster, pres.; Harrison Pitman, treas.; Henry Wright, secy.
COVINGTON—Sept. 14 to 16. W. T. Ward.
CRAWFORDSVILLE—Montgomery County Union Agricultural Society. Sept. 5 to 7. Arch Martin, pres.; W. F. Hulet, secy.
CROWN POINT—Lake County Agricultural Society. Sept. 6 to 9. Chas. H. Friedrich, pres.; Frank E. Cooper, treas.; Allison A. Bibler, secy.
EAST ENTERPRISE—Switzerland and Ohio Counties Agricultural Societies.
ELWOOD—Elwood Driving Park and Fair Association. Aug. 23 to 26. Nathan J. Leisure, pres.; oJe E. De Hority, treas.; Frank E. De Hority, secy.
EVANSVILLE—Tri-State Fair. Sept. 19 to 23. R. L. Akin, secy.
FAIRMOUNT—Fairmount Fair. Aug. 8 to 12. Henry Davis, pres.; J. B. Wright, treas.; Wilbur Lucas, secy.
FAIRMOUNT—Grant County Fair. Aug. 8 to 13. Wilbur Lucas, secy.
FLORA—Carroll County Fair Association. Sept 19 to 23. John F. Gillam, pres.; R. D. Voorheis treas.; J. J. Moss, secy.
FRANKFORT—Clinton County Agricultural Society. Aug. 22 to 26. Jas. A. Hedgecock, pres.; C. R. Pence, treas.; Jos. Heavilon, secy.
FRANKLIN — Johnson County Agricultural Horticultural and Park Association. Aug. 30 to Sept. 3. S. W. Dungan, pres.; Samuel Harris, treas.; W. S. Young, secy.
FT. WAYNE—Ft. Wayne Driving Club. Aug. 9 to 13. L. A. Centlevre, pres.; S. M. Foster, treas.; H. C. Rockhill, secy.
GREENFIELD—Hancock County Fair. Aug. 16 to 19. Dr. W. A. Justice, pres.; J. W. Walker, treas.; Chas. Downing, secy.
HAGERSTOWN—Wayne County Fair Association. Aug. 2 to 5. John Bowman, pres.; Knode Porter, treas.; F. H. Baldridge, secy.
HUNTINBURGH — Dubois County Agricultural Association. Sept. 12 to 17. E. W. Pickhardt, pres.; Louis Katterhenny, treas.; Daniel Rentepohler, secy.
INDIANAPOLIS—State Fair. Sept. 12 to 17. Chas. Downing, Greenfield, Ind., pres.; E. T. Robinson, treas.; C. F. Kennedy, secy.
KENTLAND — Kentland Fair Association. Aug. 30 to Sept. 2. Patrick Keefe, pres.; Wm. Perry, treas.; H. A. Strohm, secy.
KNOX—Stark County Fair. Aug. 31 to Sept. 3.
LAFAYETTE—Aug. 31 to Sept. 2. Wm. M. Blackstock, secy.
LA PORTE—La Porte County Agricultural Association. Sept. 20 to 23. R. F. Small, Westville, pres.; H. C. Wagner, treas.; J. Vene Dorland, secy.
LAWRENCEBURG—Lawrenceburg Agricultural Association. Aug. 23 to 27. W. H. O'Brien, pres.; V. W. Huber, treas.; H. L. Nowlin, secy.
LEBANON—Boone County Agricultural Association. Aug. 16 to 20. W. A. Barntin, pres.; Geo. W. Campbell, treas.; Chas. W. Scott, secy.
MADISON—Madison Fair Association. Aug. 16 to 19. C. R. Johnson, pres.; D. H. Demarn, treas.; C. R. Johnson, jr., secy.
MARION—Grant County Agricultural Society. Sept. 13 to 16. J. L. Bradford, secy. pro tem.
MIDDLETOWN — The Henry, Madison and Delaware Counties Agricultural Society. July 26 to 30. A. S. Miller, pres.; J. A. Young, treas.; S. A. Wisehart, secy.
MOROCCO—Newton County Agricultural Association. Sept. 13 to 16. C. M. Honger, pres.; L. H. Richer, treas.; G. N. Stoner, secy.
MUNCIE—"The Muncie Fair." Aug. 15 to 19. Wm. H. Wood, pres.; M. S. Claypool, secy.
NEW ALBANY—Floyd County Trotting Association. Aug. 22 to 25.
NEW CARLISLE—St. Joseph County Fair. Sept. 28 to 30. D. G. Warren, pres.; W. H. Deacon, treas.; A. H. Compton, secy.
NEW CASTLE—Henry County Agricultural Society. Aug. 9 to 12. R. A. Smith, Greensboro, pres.; W. L. Risk, Greensboro, secy.; Eli W. Frazier, treas.
NEW HARMONY—Posey County Agricultural Society. Sept. 12 to 16. W. N. Ford, pres.; Homer Lichtenberger, treas.; Ezra Stephens, secy.
NEWPORT — Western Indiana Race Track and Fair Association. C. W. Ward, pres.; H. V. Nixon, treas.; B. S. Aikman, secy.
NORTH VERNON—Jennings County Fair. Aug. 1 to 6.
OAKLAND CITY—Oakland City Agricultural and Indiana Society. Aug. 22 to 28. W. M. Cockrum, pres.; D. M. Martin, treas.; W. R. Harris, secy.
OSGOOD—Ripley County Agricultural Association. Aug. 2 to 5. Jas. C. Gilliland, pres.; John Eckert, treas.; W. C. Leslie, secy.
POPLAR GROVE—District Fair. Aug. 23 to Sept. 1. Luther McDowell, Keepper, pres.; H. N. Miller, Deacon, treas.; A. D. Wood, Carroll, secy.
PORTLAND—Jay County A. H. I. and Joint Stock Company. Sept. 26 to 30. John Schmuck, pres.; W. M. Haynes, treas.; C. O. Hardy, secy.
PRINCETON—Gibson County H. & A. Society. Sept. 5 to 10. J. W. Johnson, pres.; R. A. Wood, treas.; S. V. Strain, secy.
REMINGTON—Remington Fair Association. Aug. 23 to 26. Christian Hensler, pres.; Geo. A. Chappell, treas.; Jasper Guy, secy.
RILEY—Vigo County Fair. Sept. 12 to 17.
ROCHESTER — Fulton County Agricultural and Mechanical Association. Sept. 28 to Oct. 1. John W. Black, pres.; A. C. Copeland, treas.; Val Zimmerman, secy.
ROCKPORT—Spencer County Fair Association. Aug. 16 to 20. B. F. Bridges, pres.; T. E. Snyder, treas.; C. M. Partridge, secy.
RUSHVILLE—Rush County Fair Association, August 30 to Sept. 2. W. O. Walton, pres.; Sam Abercrombie, treas.; J. D. Meyer, secy.
SALEM—Washington County Fair. Sept. 5 to 10.
SHELBYVILLE — Shelby Jonit Agricultural Association. Sept. 5 to 9. S. B. Morris, pres.; Henry Doble, treas.; C. E. Amsden, secy.
SHERIDAN—Aug. 10 to 12. N. W. Cowgill, secy.
SWAYZEE—Swayzee Tri-County Agricultural Association. Aug. 30 to Sept. 2. G. W. McManaman, pres., Point Isabell, Ind.; H. T. Munea, treas.; E. C. King, secy.
TERRE HAUTE—Vigo Agricultural Society. Aug. 29 to Sept. 3. Geo. A. Schaal, pres.; John M. Clift, treas.; W. H. Duncan, treas.
VINCENNES—Knox County Agricultural and Horticultural Association. Oct. 3 to 8. Isaac Lyons, pres.; Geo. McCoy, treas.; John Burke, secy.
WARREN—Tri-County Agricultural Association. Sept. 20 to 24. Dr. Jonas Good, pres.; Geo. E. Morgan, treas.; L. W. Pulley, secy.

IOWA.

ADEL—Dalles County Agricultural Society. Sept. 5 to 8. Richard Bandy, Redfield, pres.; J. W. Russell, treas.; M. J. Graham, secy.
AFTON—Union County Fair. Oct. 4 to 7.
ALGONA—Kosseith County Agricultural Society. Sept. 27 to 30. Jos. W. Wadsworth, pres.; Herbert Bailey, treas.; G. F. Peek, secy.
ALLISON—Butler County Fair. Aug. 30 to Sept. 1. L. J. Rogers, secy.
ALTA—Buena Vista County Agricultural Society. Aug. 24 to 26. M. Adams, pres.; Sam'l Parker, treas.; C. E. Cameron, secy.
ANAMOSA—Fair. Aug. 16 to 19. E. R. Moore, secy.
ARLINGTON—Arlington District Fair Association. Aug. 16 to 20. Geo. Schriver, pres.; C. Deming, treas.; R. N. Hibbard, secy.
ATLANTIC — Agricultural Society of Cass County. Sept. 5 to 8. C. R. Hunt, pres.; F. H. Crombie, treas.; S. W. W. Straight, secy.
AUDUBON—Audubon County Fair. Sept. 12 to 15.
AVOCA—Pottawattamie County Fair Association. Aug. 30 to Sept. 2. G. Diederich, pres.; J. H Jenks, treas.; Roscoe Barton, secy.
BATTLE CREEK—Ida County Fair. Sept. 13 to 15. Geo. C. Hubbard, of Ida Grove, Ia., secy.
BELLE PLAIN—Big Four Fair. Sept. 13 to 15. W. J. Guinn, pres.; J. C. Milner, secy.
BLOOMFIELD—Agricultural Society of Davis County. Aug. 23 to 26. A. F. Smith, Drakeville, pres.; W. P. Denpree, treas.; J. C. Brouhard, secy.
BOONE—Boone District Fair Association. Aug. 2 to 4. Geo. Zimbelman, pres.; M. Stuhorn, secy.
BRITT — Hancock County Agricultural Society. Sept. 14 to 16. F. B. Rogers, pres.; E. O. Healy, treas.; B. C. Way, secy.
CARROLL—Carroll County Fair and Driving Park Association. Aug. 16 to 19. A. L. Wright, pres.; R. E. Coburn, treas.; H. A. Junod, secy.
CASCADE—Dubuque County Fair and Agricultural Society. Aug. 30 to Sept. 2. W. A. Fairburn, pres.; A. V. Devlin, treas.; J. H. Devaney, secy.
CENTERVILLE—Appanoose County Fair. Sept. 20 to 23. H. A. Russell, secy.
CENTRAL CITY—Wapsie Valley Fair Association. Aug. 30 to Sept. 4. I. P. Bowdish, pres., Waubeek; Fred. McLeod, treas.; E. M. Sawyer, secy.
CHARITON—Lucas County Joint Stock Association. Sept. 27 to 30. G. J. Stewart, pres.; W. P. Beem, treas.; W. M. Householder, secy.
CHARLES CITY—Floyd County Agricultural and Mechanical Association. Sept. 13 to 16. W. E. Waller, pres.; A. H. Brackett, treas.; H. C. Ireland, secy.
CLARION—Wright County Agricultural Society. Sept. 20 to 23. E. B. Roblin, pres.; W. C. Brown, secy.
CLINTON—Clinton District Agricultural Fine Stock and Fair Association. Aug. 30 to Sept. 2. G. D. McDaid, pres.; Wm. Holmes, treas.; W. E. Buell, secy.
COLUMBUS JUNC.—Columbus Junc. District Fair Association. Aug. 23 to 26. R. J. Reaney, pres.; H. T. Jones, treas.; R. S. Johnston, secy.
CORNING—Adam County Fair Association. Sept. 12 to 15. J. M. Devare, pres.; E. F. Miner, treas.; H. E. Westrope, secy.
CORYDON—Wayne County Agricultural Association. Sept. 5 to 9. J. N. Davison, pres.; W. W. Littell, treas.; H. K. Evans, secy.
CRESCO—Howard County Fair. Sept. 6 to 9.
DANBURY — Danbury District Agricultural Society. No fair this year. J. H. Criley, pres.; J. B. Santie, treas.; M. P. Cord, secy.
DAVENPORT—Scott County Fair. Sept. 5 to 9.
DENISON — Crawford County Agricultural Association. Oct. 4 to 6.
DE WITT—Clinton County Agricultural Society. Sept. 13 to 16. J. Alex. Smith, pres.; L. S. Harrington, treas.; C. Christiansen, secy.
DONNELLSON—Lee County Fair. Sept. 13 to 16 Jas. Haffner, pres.; F H. Kribell, treas. E. P. Aimknecht, secy.
ELDON—Eldon Big Four District Agricultural Association. Sept. 6 to 9. N. F. Reed, pres.; Mark Hilles, treas.; H. R. Baker, secy.
ELDORA—Hardin County Fair. Sept. 6 to 9. W. E. Rathbone, secy.
EMMETSBURG—Palo Alto County Agricultural Society. Sept. 21 to 23. H. C. Shadbolt, pres.; M. L. Brown, treas.; Daniel E. Collins, secy.
FAIRFAX—Prairie Valley Fair Association. Aug. 23 to 26. E. H. Knickerbocker, secy.
FAIRFIELD—Jefferson County Agricultural Association. Aug. 30 to Sept. 1. S. K. West, pres.; Chas. H. Gage, treas.; Chas. Gift, secy.
FONDA—Big Four District Fair Association. Aug. 30 to Sept. 2. T. L. Kennedy, pres.; G. R. Reniff, treas.; R. Wright, secy.
FOREST CITY—Winnebago County Agricultural Society. Sept. 7 to 9. M. C. Wheeler, pres.; Geo. Spofford, treas.; E. W. Virden, secy.
GREENFIELD—Adair County Fair Association. Sept. 20 to 22. S. H. Moffit, pres.; D. Heaton, treas.; W. L. Freeman, secy.
GRINNELL—Powershiek County Agricultural Society. Aug. 30 to Sept. 1. E. W. Clark, pres.; L. G. C. Pierce, treas.; J. E. Van Evera, secy.
GRUNDY CENTRE—Grundy County Agricultural Society. Sept. 20 to 22. L. B. DeSeilhorst, pres.; M. A. Buchan, treas.; C. W. Reynolds, secy.
HAMPTON—Franklin County Fair. Sept. 13 to 16. David Vought, secy.
HARLAN—Shelby County Fair. Aug. 23 to 26.
HOLSTEIN—Holstein District Agricultural Society. Sept. 5 to 8. C. B. Bush, pres., Washta, Ia.; F. Indorf, treas.; W. F. Hutton, secy.
HUMBOLDT—Humboldt County Agricultural Society. Sept. 28 to 30. A. A. McKitivels, pres.; F. F. French, treas.; A. M. Adams, secy.
IDA GROVE—Ida County Agricultural Society. Sept. 20 to 22. Hon. I. Nicoll, pres.; H. M. Whinery, treas.; Geo. C. Hubbard, secy.
INDEPENDENCE—Buchanan County Agricultural Society. Sept. 6 to 9. L. J. Dunlap, pres., Winthrop, Ia.; W. W. Donnan, treas.; A. H. Farwell, secy.
INDIANOLA—Warren County Fair. Sept. 20 to 23.
IOWA CITY — Johnson County Agricultural and Mechanical Society. Sept. 12 to 15. A. R. Ohl, pres.; R. P. Jones, treas.; A. W. Bradley, secy.
KEOSAUQUA—Van Buren County Fair. Aug. 23 to 26. Geo. F. Smith, pres.; S. W. Manring, treas.; Geo. W. Sample, secy.
KNOXVILLE—Marion County Fair Association. Aug. 23 to 26. Walter Elliott, pres.; Lafe S. Collens, treas.; H. Shivvers, secy.
LE MARS—Plymouth Fair Association. Not decided. G. C. McLagan, pres.; Ben. Hodgman, treas.; W. G. Bolser, secy.
LINEVILLE—Lineville District Fair. Sept. 13 to 16. W. B. Wassen, pres., T. J. Lovett, secy.
MALCOM — Poweshiek County Agricultural Society. Aug. 23 to 26. G. W. Royce, pres.; W. J. Johnson, treas.; Jas. Nowak, secy.
MANCHESTER—Delaware County Agricultural Society. Sept. 6 to 9. A. S. Coon, pres.; H. L. Lawrence, treas.; J. B. Rutherford, secy.
MAPLETON—Maple Valley Fair Association. Aug. 31 to Sept. 3. John S. Carhart, pres.; Ed. Quick, treas.; R. M. Wells, secy.
MAQUOKETA—Jackson County Fair Association. Sept. 6 to 9. Hon. A. Hurst, pres.; M. Mahamy, treas.; Adam Ringlep, secy.
MARCUS—Cherokee County Union Agricultural Society. Aug. 31 to Sept. 2. W. N. Fry, pres.; H. B. Robeson, secy.
MARENGO—Iowa County Agricultural Society. Sept. 19 to 23. C. M. W. Engelbert, Conroy, pres.; Frank Cook, treas.; C. C. Clements, secy.
MASON CITY—Cerro Gordo County Agricultural Society. Sept. 5 to 8. John D. Glass, pres.; Wm. Letts, secy.
MECHANICSVILLE — District Agricultural Society. Aug. 23 to 26. D. H. Picper, pres.; A. B. Herton, treas.; C. W. Johnson, secy.
MILTON—Milton District Agricultural Society. Aug. 30 to Sept. 2. E. O. Syphers, secy.
MISSOURI VALLEY—Harrison County Agricultural Society. E. F. James, pres.; B. W. Carlisle, treas.; W. H. Fensler, secy.
MONTICELLO—Jones County Fair. Aug. 23 to 26. Mat Noyes, pres.; G. W. Wilkins, treas.; G. E. Bishop, secy.
MOUNT AYR—Ringgold County Fair Association. Sept. 6 to 9. J. W. Scott, pres.; J. P. Newton, treas.; Clyde Dunning, secy.
MT. PLEASANT—Henry County Fair Association. Aug. 23 to 26. W. P. Young, pres.; R. S. Gillis, treas.; John W. Palm, secy.
NASHUA—Nashua Agricultural Society. H. H. Hopkins, pres.; Geo. T. Bellamy, secy. and treas.
NATIONAL—Clayton County Agricultural Society. Aug. 30 to Sept. 2. Wm. Hanson, Luana, pres.; Joe Lamm, Elkader, treas.; Jno. E. Corett, Elkader, secy.
NEVADA—Story County Agricultural Society. Aug. 9 to 12. O. G. Ashford, pres.; J. F. Martin, secy.
NEW HAMPTON—Chickasaw County Agricultural Society. Aug. 31 to Sept. 2. G. M. Bigelow, pres.; B. W. Catant, treas.; P. Malcolm, secy.
NEW SHARON—New Sharon District Agricultural Society. Sept. 13 to 15. Sidney Harper, pres.; J. G. Hammond, treas.; Chas. Fretigh, secy.
NEWTON—Jasper County Agricultural Society. Sept. 5 to 8. H. D. Parsons, pres.; C. G. Griebling, treas.; A. Failor, secy.
NORTHWOOD—Worth County Fair. Sept. 31 and Oct. 1.
OGDEN—Boone County Agricultural Society. Sept. 13 to 16. J. H. Morgan, pres.; W. S. Colvin, treas.; E. H. Graves, secy.
ORANGE CITY—Sioux County Agricultural Society. Sept. 21 to 23. R. van der Meide, pres.; F. J. Lohr, secy.
OSAGE—Mitchell County Agricultural Society. Sept. 1 to 3. Hon. W. L. Eaton, pres.; J. I. Sweney, treas.; W.C. Moss, secy.
OSKALOOSA—Wahaska County Fair Association. Sept. 12 to 15. Geo. S. Prine, pres.; Chas. E. Loffland, treas.; L. T. Shangle, secy.
OXFORD—Fair. Sept. 26 to 29. F. W. Sies, secy.
PELLA—Lake Prairie District Agricultural Society. Sept. 27 to 29. John DeCook, pres. H. D. Rietveld, treas.; Chas. Porter, secy.
PERRY — Perry District Fair Association. Sept. 26 to 30. Allen Breed, pres.; D. J. Pattee, treas.; J. T. Davis, secy.
RHODES — Eden District Agricultural Society. Sept. 20 to 22. W. A. Nichols, St. Centre, pres.; W. B. Nason, Melbourne, treas.; Ben Richards, secy.
SAC CITY—Sac City Agricultural Society. Aug. 30 to Sept. 2. R. G. Wilson, pres.; S. S. Wott, treas.; Frank E. Briggs, secy.
SEYMOUR — Seymour District Agricultural Society. Sept. 12 to 16. J. T. Lowry, pres.; M. H. Wilson, treas.; R. E. Lowry, secy.
SIBLEY—Pioneer Agricultural Society. Sept. 13 to 15. F. Y. Locke, pres.; J. M. Phillips, treas.; T. S. Redmond, secy.
STRAWBERRY POINT — Strawberry Point District Fair Association. Aug. 23 to 26. J. C. Flenniken, pres.; G. H. Scofield, treas.; H. W. Scofield, secy.
SUTHERLAND—O'Brien County Fair. Aug. 31 to Sept. 2.

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A Decorator and Float Builder. New attractions, material, floats and costumes. Street privileges for sale.

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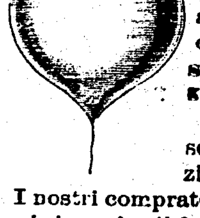

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I nostri compratori sono avvisati che noi siamo i soli fabbricanti dei PALLONI PATUREL, che noi vendiamo fino da 45 anni e che noi garantiamo superiori a tutti gli altri. **Guardatevi da chi vende Palloni col nostro nome, inferiori di qualita' o a prezzi bassi.**

Complete Price List in English Sent on Application.

TIPTON—Tipton Fair Association—Aug. 30 to Sept. 2. Geo. Beatly, pres.; P. R. Pine, treas.; L. J. Rowell, secy.
TOLEDO—Tama County Fair. Aug. 30 to Sept. 2. Hon. W. G. Malin, pres.; A. G. Smith, secy.; H. A. Shanklin, treas.
TRAER—Traer District Agricultural Society. Sept. 14 to 16. S. W. West, pres.; R. H. Moore, treas.; N. R. Morrison, secy.
VICTOR—Victor District Fair. Aug. 30 to Sept. 1. John M. Groff, secy.
VILLISCA—Villisca Union Fair Association. Sept. 26 to 29. D. W. Jackson, pres.; J. W. Fergey, treas.; F. L. Ingman, secy.
VINTON—Benton County Agricultural Society. Sept. 6 to 9. J. W. Hite, pres.; Geo. D. McElroy, treas.; L. A. Mitchell, secy.
WAPELLO—Louisa County Agricultural Society. Aug. 16 to 19. S. F. Small, pres.; R. D. McCullough, treas.; L. J. Nyemaster, secy.
WAUKON—Allamakee County Fair. Sept. 20 to 23. C. M. Beeman, secy.
WEBSTER CITY—Hamilton County Fair Association. Sept. 13 to 16. J. W. Adams, secy.
WEST BRANCH—Cedar County District Agricultural Society. Aug. 23 to 26. C. H. Ferell, pres.; J. T. Butler, treas.; A. A. Madson, secy.
WEST LIBERTY—Union District Agricultural Society. Sept. 5 to 8. Albert Whitacre, pres.; F. E. Thomas, treas.; W. H. Shipman, secy.
WEST PONIT—West Point Fair. Sept. 27 to 30. Wm. R. Timpe, Ft. Madison, Ia., pres.; Al Link, treas.; John Walljasper, secy.
WEST UNION—Fayette County Agricultural Society. Sept. 6 to 9. G. D. Darnall, pres.; E. B. Shaw, treas.; L. L. Farr, secy.
WHAT CHEER—What Cheer District Fair Association. Sept. 27 to 29. E. R. Hatcher, Indianapolis, Ind., pres.; J. T. Sewnffer, treas.; T. C. Legoe, secy.
WILLIAMSBURG—County Fair. Sept. 12 and 13.
WILTON JUNCTION — The Wilton Fair. Sept. 20 to 22. F. N. Schicle, Sunbury, Ia., pres.; Geo. Baumick, treas.; J. M. Reder, secy.
WINFIELD—Eastern Iowa District Fair. Aug. 30 to Sept. 2. E. C. Hinkle, secy.
WINTERSET—Madison Agricultural Society. Sept. 13 to 16. T. J. Hudson, pres.; J. W. Dabney, treas.; C. A. Lee, secy.

KANSAS.

BURLINGAME—Osage County Fair Association. Sept. 6 to 9. Chas. Lyons, pres.; H. D Shepard, treas.; W. B. Davis, secy.
BURLINGTON—Coffey County Fair Association. Sept. 13 to 16. W. J. Armstrong, pres.; M. M. Kiger, treas.; J. E. Woodfood, secy.
CHANUTE—Chanute Agricultural Fair Park and Driving Association. Aug. 16 to 19. L. H. Cole, pres.; R. N. Allon, treas.; Aug. Bareis, secy.
CLAY CENTRE—Clay County Fair Association. Sept. 14 to 16. D. H. Myers, pres.; Henry W. Stackpole, treas.; E. E. Hoopes, secy.
COFFEYVILLE—Coffeyville Fair and Park Association. Sept. 13 to 16. Thos. Scurr, jr., pres.; C. A. Lee, treas.; W. M. Doty, secy.
COUNCIL GROVE—Morris County Exposition Co. Sept. 27 to 30. W. H. White, pres.; L. Mead, treas.; E. J. Dill, secy.
EDGERTON—Johnson County Co-operative Fair Association. Sept. 13 to 16. J. M. Warren, secy.
ERIE—Neosha County Fair Association. Sept. 6 to 9. H. Lodge, secy.
FRANKFORT — Frankfort Fair Association. Sept. 27 to 30. Jos. Lemons, pres.; J. B. McCouchie, treas.; C. W. Brandenburg, secy.
FREDONIA—Fredonia Agricultural Society. Aug. 23 to 26. C. H. Pierce, pres.; T. C. Singleton, treas.; J. T. Cooper, secy.
GARDEN CITY—Finney County Agricultural Society. Sept. 13 to 16. D. A. Mims, secy.
GARNETT—Anderson County Fair Association. Aug. 30 to Sept. 2. Thos. Gowdy, pres.; M. L. White, treas.; C. H. Rice, secy.
HIAWATHA—Brown County Fair Association. Sept. 6 to 9. G. Y. Johnson, Willis, pres.; Geo. Maglott, treas.; John H. Meyer, secy.
HOLTON—Jackson County Agricultural and Fair Association. Aug. 29 to Sept. 2. D. W. Stanley, pres., Hoyt; Moses Saibachs, treas.; S. B. McGrew, secy.
INDEPENDENCE—Aug. 30 to Sept. 2.
IOLA—Allen County Agricultural Society. Sept. 6 to 9. C. H. Wheaton, secy.
NESS CITY—Ness County Fair Association. Sept. 1 to 3. O. H. Laraway, pres.; Geo. O. Hunt, treas.; N. H. Stridger, secy.
OSKALOOSA—Jefferson County Agricultural and Mechanical Association. Sept. 6 to 10. Edwin Snyder, secy.
OTTAWA—Franklin County Fair. Sept. 20 to 24. Wm. H. Moherman, pres.; J. L. Chamberlin, treas.; Chas. H. Ridgway, secy.
PAOLA—Miami County Agricultural and Mechanical Fair Association. Sept. 27 to 30. Z. Hayes, pres.; Geo. B. Hanna, treas.; W. J. Carpenter, secy.
PARSONS—Aug. 9 to 12. D. W. Kingsley, Independence, Kas., secy.
PEABODY—Marion County Agricultural Society. Sept. 6 to 9. F. H. Prescott, secy.
PETROLEUM PARK—Montgomery County Agricultural Society. Aug. 30 to Sept. 2. D. W. Kingsley, Independence, secy.
RILEY—Riley County Agricultural Society. Sept. 6 to 9. S. D. Dyer, pres.; Jesse White, treas.; Jerome Walbridge, secy.
SALINA—Salina County A., H. & M. Association. Oct. 5 to 7. H. B. Wallace, secy.
SENECA—Sept. 7 to 9. W. H. Fitzwater, secy.
STOCKTON—The Rooks County Fair Association. O. A. Higgins, pres.; Chas. Alexander, treas.; David B. Smyth, secy.
TRIBUNE—Greeley County Fair Association. Wm. Dodson, pres.; R. Pringle, treas.; I. R. Newman, secy.
WICHITA—Wichita State Fair Association. Sept 19 to 24. R. R. Hudson, pres.; A. S. Jobes, treas.; H. G. Toler, secy.
WINFIELD—Cowley County Fair Association. Sept. 27 to 30.

KENTUCKY.

ALEXANDRIA—Campbell County Agricultural Association. Aug. 23 to 27. Dr. J. J. Youtsey, Newport, pres.; John Todd, treas.; J. J. Wright, secy.
BARBOURVILLE—Knox County Fair Association. Aug. 31 to Sept. 2. J. S. Miller, pres.; W. R. Ballinger, treas.; W. W. Tinsley, secy.
BARDSTOWN—Nelson County Agricultural Association.
BOWLING GREEN—Fair. Sept. 14 to 17. J. H. Mallory, pres.; J. M. Robertson, secy. and treas.
BROADHEAD—Rock Castle County Fair Association. Aug. 17 to 19.
BROADHEAD—E. E. Brothero, pres.; J. T. Cherry, treas.; A. E. Albright, secy.
CAMPBELLSVILLE—Taylor County Agricultural and Mechanical Association.
DANVILLE—Central Kentucky Fair Association.
ELIZABETHTOWN—Hardin County Fair. Sept. 6 to 9. Jas. Kinkead, secy.
ELLENDALE—Ellendale Fair Co. Aug. 1 to 6. W. F. Rapier, pres.; R. T. Smith, Sorgho, Ky., secy.
EWING—Ewing Fair Co. Sept. 7 to 10. C. W. Williams, Peed, pres.; J. G. Collins, treas.; S. H. Price, secy.
FLORENCE—North Kentucky Agricultural Association. Aug. 31 to Sept. 3. F. A. Utz, director; R. J. Perry, Independence, secy.
GERMANTOWN—Germantown Fair. John K. Walker, secy.
GERMANTOWN—Aug. 24 to 27. D. A. French, pres.; W. P. Dixon, treas.
GLASGOW—South Kentucky Fair Ground Association. W. A. Huggins, pres., Cave City, Ky.; Thos. Dickerson, treas.; J. T. Carter, secy.
GLASGOW—Sept. 14 to 17.
FERN CREEK—Aug. 16 to 18.
HARTFORD—Ohio County Fair. Sept. 29 to Oct. 1. T. L. Griffin, pres.; Ohio County Bank, treas.; W. G. Hardwick, secy.
LA GRANGE—Aug. 31 to Sept. 2.
LAWRENCEBURG—Lawrenceburg Fair Association. Aug. 16 to 19. J. W. Mayor, pres., Monroe Walker, treas.; M. Gaines, secy.
LEBANON—Marion County Fair and Trotting Association. Aug. 16 to 20.
LOUISVILLE—Louisville and Jefferson County Agricultural and Mechanical Fair Association. Aug. 16 to 20. Isaac Curtis, 118 E. Green st., pres.; W. C. F. Mason, 1005 W. Walnut, treas.; J. W. Johnson, 355 E. Green st., secy.
LOUISVILLE—Louisville Driving and Fair Association. Sept. 26 to Oct. 1. Frank P. Kenney, secy.
MADISONVILLE—Hopkins County Fair Co. Aug. 24 to 27. C. C. Givers, pres.; R. C. Topp, treas.; H. H. Holeman, secy.
OWENSBORO—Davies County Fair. Oct. 4 to 8. J. H. Hickman, pres.; P. T. Watkins, treas.; J. W. Carter, secy.
PADUCAH—Paducah Fair and Exposition Association. Oct. 11 to 14. Jas. M Laig, pres., American-German National Bank, treas.; Alex. Kirkland, secy.
RICHMOND—Madison County Fair Association. Aug. 9 to 12. J. B. Chinault, pres.; S. A. Drathwaye, secy.
SHELBYVILLE—Shelby County Agricultural and Mechanical Association. Aug. 23 to 26. M. W. Huss, Clayvillage, pres.; Shannon Reid, treas.; J. M. Logan, secy.
SHEPHERDSVILLE—Aug. 23 to 26.
VERSAILLES—Versailles Fair Association.
WILLIAMSBURG—Whitley County Fair Association. Sept. 7 to 9. H. C. Harmon, pres.; Nick Daniel, secy. and treas.
WINCHESTER—Clark County Fair and Trotting Association.

LOUISIANA.

AMITE CITY—Amite City Fair Association. H. P. McClendon, pres.; T. H. Tehan, treas.; Thos. T. Gillen, secy.
RUSTON—Agricultural and Live Stock Fair Association. W. S. May, pres.; J. S. Atkinson, secy.

MAINE.

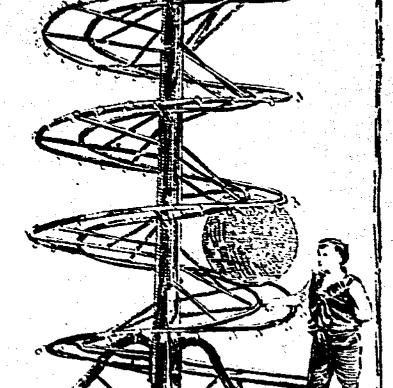
AMHERST—Northern Hancock Agricultural Society. H. T. Silsby, Aurora, pres.; A. W. Silsby, secy. and treas.
ANDOVER—Oxford North Agricultural Society. Sept. 21 and 22. Geo. O. Huse, pres.; Lewis C. Akers, treas.; John F. Talbot, secy.
BANGOR—Eastern Maine State Fair. Aug. 29 to Sept. 2. Flavius O. Beal, pres.; S. Dean Benson, treas.,Ezra; L. Stearns, secy.
BETHEL—Fair. Sept. 13 to 15. H. S. Hastings, secy.
BLUE HILL—Hancock County Agricultural Society.
BRIDGETON—Bridgeton Farmers' and Mechanics' Club. Sept. 13 to 16. E. C. Walker, pres.; F. C. Knight, secy.
BUXTON—Buxton and Hollis Agricultural Society.
CANTON—Androscroggin Valley Agricultural Society. H. T. Tirrell, secy.
CHERRYFIELD—W. Washington Agricultural Society.
CORNISH—Ossipee Valley Union Agricultural Association. Aug. 30 to Sept. 1. L. L. Cook, secy.
DAMARISCOTTA—Lincoln Agricultural and Horticultural Society. Sept. 27 to 29. Dr. A. W. Card, pres., Athol; N. A. Hall, treas.; Albert I. Phelps, secy.
DURHAM—Durham Agricultural Society.
EAST PITTSTON—Pittston Agricultural and Trotting Association.
ELLSWORTH—Hancock County Fair Association. Sept. 6 to 8.
EXETER—West Penobscot Agricultural Society. Sept. 27 to 29. F. W. Hill, secy.
FARMINGTON—Franklin County Agricultural Society. Sept. 20 to 22. Wellington Thornton, Chesterville, pres.; Geo. M. Currier, treas.; Reuben Hatch, secy.
FRYEBURG—West Oxford Agricultural Society.
GORHAM—Cumberland County Agricultural and Horticultural Society. Sept. 27 and 28. Alonzo Libby, pres.; Mr. Leighton, secy.
GRAY—Gray Park Association.
HARRISON—Northern Cumberland Agricultural Society. Sept. 22 to 24. S. H. Goodwin, pres., St. Albans; Chas. Rowell, treas.; J. A. Goodrich, secy., W. Palmyra.
HARTLAND—East Somerset Agricultural Society.
LEWISTON—Maine State Agricultural Society. Sept. 5 to 9. I. Pompilly, Auburn, pres.; G. E. Eveleth, Auburn, treas.; G. H. Clark, N. Anson, secy.
LIVERMORE FALLS—Androscroggin County Agricultural and Horticultural Association. J. L. Lowell, Auburn, secy.
MACHIAS—Central Washington County Fair. Sept. 20 and 21.
MONROE—Waldo and Penobscot Agricultural Society.
NEW GLOUCESTER—New Gloucester and Danville Agricultural Association. Sept. 28 and 29. S. N. Robinson, Danville Junc., pres.; Geo C. Jordan, Upper Gloucester, treas.; L. L. Whitman, Upper Gloucester, secy.
NEW PORTLAND—New Portland Agricultural Society. Sept. 21 and 22. W. R. Richardson, pres.; Elmer Quint, treas.; W. B. Clark, secy.
NORTH BERWICK — North Berwick Agricultural Association. Aug. 23 to 25. Nath. Hobbs, pres.; John B. Russell, treas.; Geo. W. Perkins, secy.
NORWAY—Oxford County Agricultural Society. Sept. 20 to 22. John A. Roberts, pres.; A. C. T. King, South Paris, secy. and treas.
PEMBROKE — Washington County Agricultural Society. Sept. 14 and 15.
PHILLIPS—North Franklin Agricultural Society. Sept. 13 to 15. Wilson C. Beal, pres.; J. M. Wheeler, treas.; M. S. Kelley, secy.
PORTLAND—N. E. Agricultural Society. Aug. 22 to 26. Gen. Francis H. Appleton, 53 State st., Boston, pres.; Warren Brown, Hampton Falls, N. H., treas.; E. T. Rowell, Lowell Mass., secy.
READFIELD—Kennebec County Agricultural Society. Sept. 13 to 15. D. V. Savage, Augusta, pres.; C. H. Stevens, treas.; W. Hunton, secy.
SACO—Aug. 30 to Sept. 2. H. R. Jordan, manager. S. S. Andrews, secy.
SACO—York County Fair and Races.
RICHMOND—Richmond Farmers' and Mechanics' Club. Sept. 27. Silas E. S. Killins, pres.; D. W. Alexander, treas.; C. E. Dinslow, secy.
SANFORD—Sanford Fair and Trotting Association. Geo. Ashworth, pres.; O. V. Libby, treas.; Geo. H. Worster, secy.
SOUTH WINDSOR—South Kennebec Agricultural Society.
TOPSHAM—Sagadahoe Agricultural and Horticultural Society. Oct. 11 to 13. W. B. Kendall, pres., Bowdoinham; L.E. Smith, treas., Brunswick; W. S. Rogers, secy.
UNION—North Knox Agricultural and Horticultural Society. Sept. 20 to 22. Geo. C. Hawes, secy.
UNITY—North Waldo Agricultural Society. Sept. 21 and 22. Edwin Rand, pres.; F. A. Bartlett, treas.; E. B. Hunt, secy.
WEST CUMBERLAND—Cumberland Farmers' Club. Sept. 27 and 28. M. W. Pearson, Cumberland Center, pres.; N. M. Shaw, treas.: L.W. Hadlock, West Falmouth, secy.

MARYLAND.

BEL AIR—Hartford County Agricultural and Mechanical Association. Jas. W. McNabb, secy.
EASTON—Talbot County Fair Association. Aug. 30 to Sept. 2. Dr. Chas. Lowndes, pres.; Jos. B. Harrington, secy. and treas.
ELKTON—Cecil County Agricultural Society. Geo. S. Wooley Chesapeake City, pres.; Geo. R. Ash, treas.; J. M. Tucker, secy.
FREDERICK CITY—Frederick County Agricultural Society. Oct. 11 to 14. Chas. W. Hargett, pres.; D. V. Stauffer, treas.; Harry C. Keefer, secy.
HAGERSTOWN — "The Great Hagerstown Fair." Oct. 18 to 21. John W. Stonebraker, pres.; John D. Brewer, treas.; P. A. Witmer, secy.
ROCKVILLE—Agricultural Society of Montgomery County. Aug. 30 to Sept. 2. Leo Offutt, pres.; John J. Higgins, treas.; John E. Muncaster, Norbeck, secy.
TIMONIUM—Agricultural Society of Baltimore County. Sept. 13 to 17. S. Shoemaker, Stevenson, pres.; G. W. Yellatt, Lawson, treas.; H. C. Longnecker, Lawson, secy.
TOLCHESTER BEACH—Kent and Queen Anns County Fair. Aug. 23 to 26. G. E. Noland, secy.
UPPER MARBORO—Agricultural Fair Association of Prince George County. Richard S. Hill, pres.

MASSACHUSETTS.

AMESBURY—Amesbury and Salisbury Fair. Sept. 27 to 29.
AMHERST—Hampshire Fair. Sept. 15 and 16.
ALTHOL—The Worcester Northwest Agricultural and Mechanical Society. Sept. 14 and 15. Arthur F. Tyler, pres.; J. N. Goodspeed, treas.; Arlington F. Stratton, secy.
BARNSTABLE—Barnstable County Fair. Aug. 30 to Sept. 1. Thos. C. Day, pres.
BARRE—Worcester County Western Agricultural Society. Sept. 29 and 30. Austin F. Adams, pres., Barre Plains; Chas. H. Follansby, treas.; Matthew Walker, secy.
BLANDFORD—Union Fair. Sept. 14 to 16.
BOSTON — Massachusetts Horticultural Association. Aug. 31 to Sept. 1. Francis H. Appleton, pres.; Chas. E. Richardson, treas.; Robt. Manning, secy.
BRIDGEWATER — Plymouth County Fair. Sept. 14 to 16. Isaac N. Nutter, E. Bridgewater, pres.; Robt. C. Breck, treas.; Geo. M. Hooper, secy.
BROCTON—Brocton Fair. Oct. 5 to 9. Hon. H. W. Robinson, pres.; E. M. Thompson, treas.; Baalis Sanford, secy.
CHARLEMONT—Deerfield Valley. Sept. 15 and 16. C. E. Ward, Buckland, pres.; E. F. Haskins, treas.; S. W. Hawkes, secy.
CLINTON—East Worcester County Fair. Sept. 15 and 16.
CUMMINGTON—Hillside Fair. Sept. 27 and 28. S. W. Clark, pres.; R. R. Packard, treas.; Wm. A. Atkins, secy., W. Cummington.
ENFIELD—Union Agricultural Society. Olin S. Olmstead, pres.
FITCHBURG—Fitchburg Driving Club.
FRAMINGHAM — Middlesex South Association. Sept. 13 to 15. Eugene A. Clark, S. Framingham, secy.
GREAT BARRINGTON—Hoosatonic Agricultural Society. Sept. 28 to 30. Ed. H. Slater, pres., Tyringham; O. C. Bidwell, treas.; Frank H. Briggs, secy.
GREENFIELD—Franklin County. Sept. 22 and 23. F. N. Thompson, secy.
HINGHAM—Hingham Agricultural and Horticultural Society. Sept. 27 and 28. Ebed L. Ripley, Hingham Centre, pres.; R. Sprague, Hingham Centre, treas.; W. H. Thomas, secy.
LANCASTER — Worcester East Association. Sept. 15 and 16. W. A. Kelbourn, secy.
LOWELL—Middlesex Northern Association. Sept. 15 to 17. E. T. Rowell, secy.
MARSHFIELD—Marshfield Agricultural and Floral Society. Aug. 24 to 26. Walton Hall, pres.; Francis Collamon, N. Pembroke, Mass., secy.
MIDDLEFIELD, Highland. Sept. 7 and 8.
NANTUCKET—Nantucket Fair. Aug. 31 to Sept. 1. J. F. Murphy, secy.
NORTH ATTLEBORO—Manufacturers' Agricultural Society. Aug. 30, 31, Sept. 1. S. O. Bigney, Attleboro, pres.; W. W. Stierman, treas.; W. H. Pond, secy.
NORTH ADAMS—Hoosac Valley Agricultural Society. Sept. 21 and 22. Geo. Z. Dean, pres., Cheshire; E. M. Meekins, treas.; Geo. F. Miller, secy.
NORTH AMPTON—Hampshire, Franklin and Hampden. Oct. 5 and 6.
OXFORD—Oxford Fair. Sept. 28 and 29.
PALMER—Eastern Hampden. Sept. 20 to 21. A. D. Norcross, pres.; F. D. Barton, secy.
PEABODY—Essex Fair. Sept. 20 to 22. Oliver S. Butler, Georgetown, pres.; Gilbert L. Streeter, Salem, treas.; John M. Danforth, Lynnfield Centre, secy.
PITTSFIELD—Berkshire Agricultural Society. Sept. 13 to 15. F. A. Palmer, Stockbridge, pres.; J. W. Lewis, treas.; Chas. H. Wright, secy.
SOUTH WEYMOUTH—Weymouth Fair. Sept. 29 to Oct. 1.
SPENCER—Spencer Fair. Sept. 22 and 23. T. C. Comins, pres.; A. W. Curtis, treas.; H. H. Capen, secy.
STURBRIDGE—Worcester South Agricultural Society. Sept. 15 and 16. A. B. Chamberlain, pres.; C. V. Carey, secy.
TAUNTON—Bristol County Fair. Sept. 20 to 22. Nathaniel J. W. Fish, pres.; E. Clarence Holt, treas.; Gertrude Williams, secy., Box 624.
UXBRIDGE—Blackstone Valley Fair. Sept. 27 and 28. Jas. Daley, pres.; L. A. Seagrave, treas.; Augustus Storr, secy.
WEST TILSBURY—Martha's Vineyard Association. Sept. 20 and 21.
WORCESTER—Worcester Fair Association. Aug. 30 to Sept. 2. Warren C. Jewett, pres.; John B. Bowker, treas.; John B. Bowker, secy.



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MICHIGAN.

ADRIAN—Lewaunee County Agricultural Society and Southern Michigan District Fair. Sept. 19 to 23. H. H. Ferguson, secy.

ALBION—Sept. 20 to 23. A. L. McCutcheon, secy.

ALLEGAN—Allegan County Agricultural Society. Oct. 4 to 7. Ezra Brackett, secy.

ANN ARBOR—Washtenaw Fair Society. Sept. 27 to 30. John F. Avery, pres.; F. H. Belser, treas.; F. E. Mills, secy.

ARMADA—Macomb County Fair. Oct. 5 to 7.

BAD AXE—Huron County Agricultural Association. Sept. 27 to 30. John J. Murdock, pres.; Chas. E. Thompson, treas.; Wm. Belden, secy.

BANCROFT—Shiawassee County Fair. Sept. 27 to 30.

BRIGHTON—Brighton Market Fair Associatian. Oct. 11 to 14. E. A. Ross, Milford, pres.; G. J. Baetcke, treas.; C. E. Beurmanr, secy.

CADILLAC—Free Street Fair. Sept. 13 to 16. W. J. Cornwell, pres.; R. Rybold, treas., C. E. Russell, secy.

CALEDONIA—Caledonia Union Fair Association W. McBrodau, Dutton, pres.; D. P. Hale, treas.; Chas. H. Kinsey, secy.

CARO—Caro District Agricultural Association. Sept. 27 to 30. Chas. Montague, pres.; J. M. Ealy, treas.; F. B. Rainsford, secy.

CASS CITY—Fair. Oct. 4 to 7. A. H. Ale, secy.

CENTERVILLE—St. Joseph County Agricultural Society. Oct. 4 to 7. W. F. Peck, secy.

CHARLOTTE—Eaton County Agricultural Society. Oct. 4 to 7. Jas. H. Gallery, Eaton Rapids, pres.; Jas. H. Brown, treas.; Geo. A. Perry, secy.

COOPERSVILLE—Coopersville Agricultural Association. Sept. 20 to 23. F. D. Smith, pres.; E. N. Parker, treas.; J. B. Watson, secy.

EAST JORDAN—Charlevoix County Fair. Sept. 21 to 23. Frank A. Kenyon, Charlevoix, Mich.

ESCANABA—Delta County Fair. Sept. 6 to 8. D. A. Oliver, pres.; Ed. Donovan, treas.; Pat. Fogarty, secy.

EVART—Osceola County Agricultural Society. Sept. 27 to 29. E. F. Birdsall, pres.; Wm. Rogers, treas.; Irvin Chase, secy.

FLINT—Genesee County Agricultural Society. Sept. 20 to 23. Geo. W. Buchanan, pres.; E. H. Stone, treas.; F. H. Rankin, secy.

FOWLERVILLE—Fowlerville Agricultural Society. Oct. 4 to 7. E. A. Bush, pres.; D. C. Carr, secy.

GRAND RAPIDS—State Fair. Sept. 26 to 30. Wm. Ball, Hamburg, pres.; C. W. Young, Paw Paw, treas.; H. S. Fralick, secy.

HADLEY—District Agricultural and Horticultural Society. Oct. 4 to 6. Geo. Davenport, pres.; A. S. Moorland, treas.; F. A. Smith, secy.

HART—Osceana County Agricultural Society. Oct 4 to 7. A. E. Sonter, Shelly, pres.; W. N. Sayles, secy.

HASTINGS—Barry County Fair. Sept. 27 to 30.

HILLSDALE—48th Hillsdale Fair. Sept. 26 to 30. Dwight A. Curtis, pres.; Fred. A. Roithlisberger, treas.; C. W. Terwilliger, secy.

HOLLAND—South Ottawa and West Allegan Agricultural Society. Sept. 20 to 23. Geo. H. Sonter, pres.; Otto Bleyman, treas.; G. J. VanDuzen, secy.

HOWELL—Free Street Fair. Sept. 27 to 30. C. G. Jewett, pres.; S. B. Rubert, treas.; F. F. Hubbel, secy.; R. B. McPherson, asst. secy.

HUDSON—Hudson Free Street Fair Association. Sept. 13 to 16. O. R. Pierce, pres., J. B. Thor— treas.; Henry C. Hall, secy.

IMLAY CITY—Imlay City Agricultural Association Oct. 4 to 6. T. B. Keyworth, pres.; Walter Hoskin, treas.; Frank Rathsburg secy.

IONIA—County Fair. Oct. 4 to 7.

IRONWOOD—Gogebic County Fair. Sept. 15 to 17. C. E. Hook, secy.

JACKSON—Street Fair. Sept. 20 to 23. Fred. Felton, manager.

JACKSON—New Jackson County Agricultural Association. C. R. Durant, pres.; Frank Sawer, treas.; Geo. Conner, secy.

JACKSON—Carnival of Arts and Sports. Sept. 20 to 23. Fred. Felton, manager; Wesley Seers, treas.; F. M. Pinecar, secy.

KALAMAZOO—Street Fair. Oct. 4 to 7. E. S. Rankin, pres.; J. W. Fulford, treas.; C. G. Townsend, secy.

MARLETTE—Free Street Fair. Sept. 20 to 23. D. E. Hubbell, pres.; Dan C. Merrill, treas.; C. C. Hubbell, secy.

MARQUETTE—County Fair. Sept. 26 to 30.

MARSHALL—Calhoun County Fair. Sept. 27 to 30. L. L. Harsh, pres.; W. H. Shipp, treas.; W. H. Arthur, secy.

MIDLAND—Midland County Agricultural Society. Sept. 7 to 9. Thos. McCulloch, Laport pres.; S. D. Shaffner, treas.; J. G. Culver, secy.

MILFORD—Milford Fair Association. Sept. 20 to 23. J. S. Hewitt, secy.

MT. PLEASANT—Isabella County Agricultural Society. Sept. 27 to 30. J. E. Chatterton, secy.

NORTH BRANCH—Lapeer County Fair. Sept. 28 to 30.

REED CITY—Tri-County Exposition and Fair. Sept. 20 to 22. Amos Rosenberg, pres.; L. K. Parkhurst, treas.; T. R. Welsh, secy.

ROME—Free Street Fair. Sept. 28 to 30.

ST. JOHNS—Clinton County Agricultural and Horticultural Society. Sept. 20 to 23. Murrett Frank, secy.

STOCKBRIDGE—Stockbridge Fair. Sept. 28 to 30. Edwin Farmer, secy.

VASSAR—Tuscola County Agricultural Society. Sept. 27 to 30. W. Kirk, Fairgrove, pres.; J. A. Trotten, treas.; R. S. Weaver, Watrousville, secy.

MINNESOTA.

ADA—Norman County Fair. Sept. 28 to 30. Louis Hintz, secy.

AITKIN—Aitkin County Fair. Sept. 16 and 17.

ALEXANDRIA—Douglas County Fair. Sept. 15 to 17.

AUSTIN—Mower County Agricultural Society. J. J. Furlong, pres.; W. C. Holmes, treas.; N. S. Gordon, secy.

BARNUM—Carlton County Agricultural and Industrial Association. Sept. 27 to 29. Wm. W. Cain, pres.; C. B. Peterson, treas.; C. L. Goodell, secy.

BENSON—Swift County Agricultural Society. Sept. 15 to 17. J. C. Collins, secy.

BIRD ISLAND—Renville County Fair. Sept. 21 to 23.

BLUE EARTH CITY—Faribault County Agricultural Society. Sept. 15 to 17. H. P. Zingheim, pres.; F. W. Anderson, treas.; Louis Holt, secy.

CALEDONIA—Houston County Fair. Sept. 27 to 30.

CAMBRIDGE—Isanti County Fair. Sept. 21 and 22.

CARVER—Carver County Fair. Sept. 15 and 17.

CHASKA—Chaska Agricultural Association. Sept. 22 to 24. Fr. Greiner, jr., pres.; F. G. Linearfelser, treas.; V. J. Greiner, secy.

CROOKSTON—North Minnesota Agricultural and Driving Association. Not decided. Arch. McKinnon, pres.; J. E. O'Brien, treas.; J. V. E. Wyatt, secy.

CURRIE—Murray County Agricultural Society. Oct. 6 and 7. W. H. Mellen, pres.; A. Currie, Sr., treas.; Neil Currie, secy.

DULUTH—St. Louis County Agricultural Society. Sept. 13 to 16. R. S. Munger, pres.; Frank Carey, treas.; J. E. Cooley, secy.

ELBOW LAKE—Fair is Doubtful. H. P. Hanson, pres.; H. Hillmond, treas.; D. W. Barker, secy.

FAIRMOUNT—Martin County Agricultural Society. Sept. 19 to 21. B.H. Ward, pres.; Cecil Sharpe, treas.; Edw. F. Wade, secy.

FARMINGTON—Dakota County Agricultural Society. Sept. 13 to 15. P. H. Feely, pres.; W. M. Dodge, treas.; N. H. Bronnell, secy.

GARDEN CITY—Blue Earth County Agricultural Society. Aug. 31 to Sept. 2. E. W. Parker, pres.; Edgar Dilley, treas.; S. M. Dickinson, secy.

GRAND RAPIDS—Itasca County. Sept. 15 and 16.

HALLOCK—Kittson County Agricultural Society. Sept. 29 and 30. Thos. Horborn, Northcote, pres.; E. A. Nelson, secy. and treas.

HAMLINE—Minnesota State Fair. Sept. 5 to 10. John Cooper, St. Cloud, pres.; A. B. Moffatt, Mankato, treas.; E. W. Randall, secy.

HOWARD LAKE—Wright County Agricultural Society Sept. 27 to 29. W. J. Fousley, pres.; R. C. Workman, treas.; J. C. Holbrook, secy.

HUTCHISON—McLead County Fair. Sept. 14 to 16. H. H. Pennoyer, pres.; L. P. Harrington, secy.

JACKSON—Fair. Sept. 22 to 24. H. Y. Anderson, secy.

KASSON—Dodge County Fair Association. Sept. 20 to 23. E. E. Van Ornurn, Ortonville, pres.; Aug. E. Anderson, treas.; A. A. Huelster, secy.

LITCHFIELD—Meeker County Agricultural Society. Sept. 22 to 24. John Shields Darwin, pres.; A. R. Montfort, treas.; H. I. Peterson, secy.

LUVERNE—Rock County Fair. Sept. 20 to 22.

MADISON—Lac Qui Parle County Agricultural Society. Sept. 15 to 17. J. F. Rosenwald, secy.

MADISON—W. P. Hubbs, pres.; P. G. Jacobson, treas.

MORA—Kanabec County Fair Association. Sept 28 to 30. Orlander Stauble, pres.; Geo.H. Neubert, treas.; C. H. Sydick, secy.

MORRIS—Stevens County Agricultural Society. G. C. Towner, pres.; Samuel Larron, treas.; D. T. Wheaton, secy.

NEW ULM—Brown County Agricultural Society. Sept. 1 to 3. Ferd. Sinn, pres.; Henry Sonsen, treas.; S. W. Heimann, secy.

OWATONNA—Steele County Agricultural Society. Clarke Chambers, pres.; N. J. Schafer, treas.; J. Frank Dean, secy.

PARK RAPIDS—Shell Prairies County Fair. Sept. 15 and 17.

PIPESTONE—County Fair. Sept. 28 to 30.

PRESTON—Fillmore County Fair. Sept. 12 to 15. J. C. Mills, pres.; A. W. Thompson, secy.

REDWOOD FALLS—Redwood County Agricultural Society. Sept. 21 to 23. John P. Cooper, pres.; G. E. McKay, treas.; O. L. Dornberg, secy.

ROCHESTER—Southern Minnesota Fair Association. Sept 12 to 15. C. N. Stewart, pres., T. H. Titus, treas.; Jas. A. Bear, secy.

RUSH CITY—Chisago County Fair Association. Sept. 15 and 16. Geo. H. Markham, pres.; J. J. Flynn, treas.; J. W. Robie, secy.

ST. JAMES—Agricultural Association of Watonwan County. Sept. 5 to 7. M. S. Crowley, pres.; F. O'Meara, treas.; F. B. Lynch, secy.

ST. PAUL—State Fair. Sept. 5 to 10.

ST. PETER—Nicollet County Agricultural Society. September. Henry Moll, pres.; H. S. Sackett, treas.; John A. Johnson, secy.

ST. VINCENT—St. Vincent Union Industrial Association. October. Chas. Clow, pres., Humboldt; A. Gamble, treas.; W. G. Deacon, secy.

WASECA—Waseca County Fair. Sept. 21 and 23. John Noonan, pres.; Allen S. Hawkes, treas.; Geo. H. Remund, secy.

WINNEBAGO—Faribault County Agricultural and Joint Stock Association. July 2 to 4. J. P. Humes, pres.; H. D. Damen, treas.; G. D. Eygabread, secy.

WINONA—Winona Street Fair Association. E. S. Mead, pres.; A. C. Root, treas.; James Manly, secy.

MISSISSIPPI.

NATCHEZ—Natchez Fair Association. Oct. 17 to 22. R. I. Metcalfe, secy.

VICKSBURG—West Mississippi Agricultural, Mechanical and Live Stock Exposition. Oct. 24 to 29. Patrick Henry, pres.; J. A. Conway, treas.; Frank H. Andrews, secy.

MISSOURI.

ALBANY—Sept. 6 to 9. S. W. Clark, secy.

BLOOMFIELD—Central Fair and Stock Association. Aug. 30 to Sept. 3. Thos. Connelly, pres.; J. B. Buck, treas.; D. Wilcox secy.

BOONVILLE—Cooper County Agricultural and Mechanical Society. Aug. 16 to 19. John F. Rogers, pres.; G. H. Meyer, treas., Clarks Forks; W. A. Sombart, secy.

CALIFORNIA—Sept. 20 to 23. H. C. Stevenson, secy.

CAPE GIRARDEAU—Cape Girardeau Fair & Park Association. Oct. 11 to 15. G. C. Thilenius, pres.; E. H. Engelman, secy.

CARROLLTON—Carroll County Fair Association. Sept. 6 to 9. F. J. White, pres.; R. P. Queen, secy.

CARTHAGE—Market Fair. Sept. 27 to 30. J. P. Newell.

COLUMBIA—Aug. 2 to 5. N. D. Bobnett, secy.

HARRIS—Harris District Fair. Aug. 22 to 26. Dr. W. H. Watson, secy.

HARRISONVILLE—Sept. 6 to 9. T. W. Clements, secy.

HERMANN—Sept. 2 and 3. N. C. Boeing, secy.

HOLDEN—Johnson County Agricultural and Mechanical Fair Association. Aug. 20 to Sept. 2. Wm. Steele, pres.; Dr. T. H. Barrett, treas.; T. D. Kennedy, secy.

HUNTSVILLE—Huntsville Fair Association. Dr. W. P. Terrill, pres.; P. L. Vasse, treas.; J. J. Baker, secy.

JACKSONVILLE—Aug. 23 to 25. W. S. Coulter, secy.

KAHOKA—Clark County Agr. & M. Association. Aug. 30 to Sept. 2. Joseph Vandoldt, secy.

KENNETT—Oct. 19 to 22. Lee Shelton, secy.

LEE'S SUMMIT—Jackson Agricultural and Mechan. Society. Sept. 27 to 30. E. T. Browning, pres.; L. Lamkin, jr., secy.

LIBERTY—Inter-Township Fair Association of Clay County. Sept. 6 to 9. J. B. Garth, pres., T. J. Woonall, treas.; C. E. Yancey, secy.

LOCKWOOD—Sept. 27 to 30. A. J. Young, secy.

MAITLAND—Nodaway Valley Fair Association. Aug. 16 to 19. D. A. Gelvin, pres.; W. E. Everhart, treas.; Ed. L. Hart, secy.

MEMPHIS—Scotland County Fair Association Sept. 6 to 9. A. N. Hicks, Wyaconda, pres.; S. M. Smith, treas.; N. M. Pettingill, secy.

MEXICO—July 26 and 27. J. A. Glandon, secy.

MILAN—Sullivan County Fair. Aug. 31 to Sept. 3. Cary B. Long, secy.

MOBERLY—Aug. 9 to 12. May J. Tedford, secy.

NEVADA—Vernon County Fair Association.

NEVADA—Sept. 20 to 23. C. F. Strohm, secy.

PLATTE CITY—Platte County A., M. & S. Association. Aug. 30 to Sept. 3. D. A. Chestnut, pres.; A. R. Jack, treas.; Wm. Forman, secy.

POPLAR BLUFF—Butler County Agricultural and Mechanical Association. Oct. 11 to 15. W. S Randall, pres.; T. F. Ray, treas.; A. Mast, secy.

PRINCETON—Mercer County Fair. Jas. H. Moss, secy.

RICH HILL—Rich Hill Fair Association. Sept. 13 to 16. Ed. Crabb, pres.; W. W. Ferguson, treas.; S. T. Broaddus, secy.

SARCOXIE—Tri-County Fair Association. Sept. 13 to 16. Wesley Ralston, Parshley, pres.; H. B. Boyd, treas.; R. L. Hottel, secy.

SPRINGFIELD—Springfield District Fair and Exposition Association. Sept. 12 to 16. H. T. Denton, secy.

ST. JOSEPH—St. Joseph Old-Fashioned Fair. Aug. 22 to 27. Palmer L. Clark, secy.

ST. LOUIS—State Fair. Oct. 3 to 8. Robt. Aull, pres.; W. M. Lockwood, treas.; Jos. A. Murphy, secy.

SPRINGFIELD—Oct. 4 to 7. H. F. Denton, secy.

TRENTON—Trenton County Fair. Sept. 13 to 16.

MONTANA.

BILLINGS—Yellowstone Fair Association. Sept. 27 to 30.

DILLON—Dillon Fair and Racing Association. Sept. 21 to 24. Chas. H. Padley, pres.; B. N. Stevenson, secy.; G. T. Paul, treas.

GREAT FALLS—Cascade County Farmers, Miners and Mechanics Fair Association. Sept. 20 to 23. C. F. Stark, pres.; Gold F. Curtis, treas.; C. C. Cochran, secy.

LEWISTOWN—Fergus County Agricultural Mineral and Stock Association. September. David Hitger, pres.; F. E. Wright, treas.; G. W Cook, secy.

MISSOULA—Western Montana Fair.

NEBRASKA.

Bassett—Rock County Agricultural Society. A M. Brinekerhoff, Cuba, pres.; J. D. Brayton, treas.; N. T. Phillips, secy.

BERTRAND—Phelps County Agricultural Society. Oct. 4 to 7. C. C. Gibbons, pres.; A. J. Sandstrom, treas.; F. P. McCormick, secy.

BLAIR—Washington County Agricultural Society. No fair this year. A. C. Jones, pres. F. W. Kenny, jr., treas.; C. T. Farnham, secy.

BROKEN BOW—Custer County Agricultural Society. Sept. 13 to 16. L. H. Jewett, pres.; E. F. McClure, treas.; E. R. Purcell, secy.

CENTRAL CITY—Merrick County Agricultural Society. Sept. 14 to 16. M. Cuddington, secy.

CHADRON—Dawes County Agricultural Society. Sept. Chas. Mann, pres.; W. Wilson, treas.; B. F. Pitman, secy.

CLAY CENTRE—Clay County Agricultural Society. Sept. 20 to 24. B. W. Campbell, pres.; H. E. McDowell, treas.; L. F. Fryar, secy.

CULBERTSON—Hitchcock County Agricultural Society. Sept. 5 to 7. W. Z. Taylor, secy.

ELWOOD—Gosper County Fair Association. Sept. 21 to 24. W. T. Partenson, pres.; A. Dow, treas.; A. M. White, secy.

FRANKLIN—Franklin County Agricultural Society. Sept. 28 to 30. H. M. Warriner, pres.; Herman Platt, treas.; Asa Blackledge, secy.

GENEVA—Fillmore County Agricultural Society. Sept. 13 to 16. H. R. Deming, pres.; W. S. Huston, treas.; W. H. Stewart, secy.

HARTINGTON—County Fair. Sept. 14 to 16. Z. M. Baird, secy.

INDIANOLA—Red Willow County Agricultural Society. Sept. 13 to 16. S. R. Smith, pres.; L. L. Miller, treas.; W. A. M. Cool, secy.

LINCOLN—Lancaster County Fair. Sept. 27 to 30. O. W. Webster, pres.; S. R. Hall, Prairie Home, treas.; H. C. Young, secy.

MADISON—Madison County Fair. Sept. 13 to 16. H. F. Barney, pres.; J. L. Ryncarson, secy.

OMAHA—No Fair in 1898. Milton Doolittle, pres., North Platte; Edmund McIntyre, treas., Seward; Robt. W. Furnas, secy., Brownville.

PAWNEE—Pawnee County Fair Association. Sept. 13 to 16. C. A. Schappel, secy.

PLATTSMOUTH—County Fair. Sept. 27 to 29. C. D. Cummins, secy.

SYRACUSE—Fair. Sept. 20 to 22. F. E. Brown, secy.

TECUMSEH—Johnson County Agricultural and Mechanical Association. Sept. 27 to 30. Theo. Smith, pres.; A. O. Shaw, treas.; A. W. Buffum, secy.

WILBER—Sahire County Agricultural Society. Sept. 13 to 16. Geo. H. Ross, pres.; S. L. Davis, secy.

YORK—York County Agricultural Society. Sept. 5 to 8. W. H. Reader, pres.; W. A. Dean treas.; Geo. S. Cook, secy.

NEVADA.

CARSON CITY—Ormsby County Agricultural Association, District No. 1, State of Nevada. Sept. 26 to 30. A. Livingston, pres.; Bullion Exchange Bank, treas.; Wm. Henry Doane, secy.

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Elmwood Driving Park, Sept. 6, 7, 8 and 9, 1898.

NEW HAMPSHIRE.

BRISTOL—Bristol Agricultural Association. Aug. 30 to Sept. 1. E. C. Merrill, South Alexandria, pres.; C. E. Davis, treas.; Z. E. Tilton, secy.

CANAAN—Mascoma Valley Agricultural Association. Sept. 12 to 14. Alvin Davis, pres.; H. A. Gilman, treas.; E. M. Allen, secy.

BRADFORD—Bradford and Newburg Association. Sept. 27 to 29. Jonathan Rowe, pres., Newburg; J. Albert Tenslee, treas.; T. O. Melvin, secy.

KEENE—Cheshire County Grange Fair Association. Sept. 6 to 8. W. C. Ellis, pres.; D. M. Spaulding, treas.; F. K. Jewett, secy.

LACONIA—Belknap Agricultural Park. J. P. Clay, Son & Co., lessees.

PITTSFIELD—Catamount Fair Association. Sept. 20 to 22. F. S. Jenkins, secy.

PLYMOUTH—Plymouth Fair Association.

RAYMOND—W. Rockingham Pomona Grange Fair. Sept. 21 and 22. E. Dana Sanborn, of Fremont, gen'l. supt.

ROCHESTER—Rochester Fair Association. Sept. 13 to 16. Hon. I. W. Springfield, South Walford, pres.; A. W. Heyes, treas.; A. S. Parshley, secy.

TILTON—New Hampshire Grange Fair Association. Sept. 6 to 8.

WARNER—Merrimac County Grange Fair. Sept. 21 and 22.

NEW JERSEY.

MOUNT HOLLY—Burlington County Agricultural Society. David C. Wells, Columbus, secy.

SOMERVILLE—Somerset County Fair. Sept. 13 to 15. Wm. V. Steele, pres.; C. L. Voorheis, treas.; A. P. Sutphin, secy.

TRENTON—Inter-State Fair Association. Sept. 26 to 30. John Taylor, pres.; A. R. Kuser, treas.; John G. Muirheid, secy.

WAVERLY—New Jersey State Agricultural Society. Sept. 5 to 9. W. L. Tompkins, pres.; P. T. Quinn, secy.

NEW MEXICO.

RATON—Northern New Mexico Fair Association. C. M. Bayne, pres.; C. F. Remsburg, treas.; D. G. Dwyer, secy.

SANTA FE—Horticultural Society of New Mexico. Sept. 7 to 9. L. Bradford Prince, pres.; Solomon Spiegelberg, treas.; Jose D. Sena, secy.

NEW YORK.

AFTON—Afton Driving Park and Agricultural Association. Sept. 20 to 23. Fred. CChurch, pres.; J. H. Nickerson, treas.

ALBANY—Albany County Fair Association.

ALBION—Orleans County Agricultural Society. Sept. 22 to 24. E. A. Rowley, pres.; A. W. Barnett, treas.; L. H. Beach, secy.

ALTAMONT—Albany County Agricultural Society and Exposition. Sept. 12 to 15. R. J. McCauley, Albany, pres.; C. M. Frederick, treas.; Leslie Allen, secy.

AMENIA—Eastern Duchess Agricultural Park Association. Chas. E. Smith, secy.

AMSTERDAM—Amsterdam Fair and Driving Asociation. John Bartholomew, secy.

ANGELICA—Allegheny County Agricultural Society. Sept. 13 to 15. E. S. Bartlett, pres.; F. H. Jackson, treas.; H. E. Dudley, secy.

ANTWERP—Antwerp Union Agricultural Society. Jas. W. Johnson, secy.

AUBURN—Cayuga County Agricultural Society. June 7 to 9. C. F. Barber, secy.

BALLASTON SPA.—Saratoga County Agricultural Society. Aug. 22 to 26. Henry C. Dater, pres.; Walter I. Cavert, treas., Charleston; Frank L. Smith, secy., Birchton.

BATAVIA—Genesee County Agricultural Society. Sept. 19 to 22. T. T. Miller, pres., Byron; C. D. Harris, treas., Elba; Albert E. Brown, secy.

BATH—Sept. 27 to 30. Barnet L. Retan, Bradford, pres.; E. Clarence Bennett, treas.; Chas. A. Shults, secy.

BINGHAMTON—Industrial Exposition. Sept. 6 to 9. J. E. Rogers, pres.; U. S. Stevens, treas.; Henry S. Martin, secy.

BROCKPORT—Brockport Union Agricultural Society. Sept. 28 to Oct. 1. Elias Garrison, pres.; Robt. C. Hull, treas.; Geo. B. Harmon, secy.

BROOKFIELD—49th Annual Brookfield Fair. Sept. 19 to 22. H. L. Scooner, pres.; B. G. Stillman, Jr., treas.; N. A. Crumb, secy.

BOONVILLE—Boonville Fair Association. Sept. 6 to 9. Frank W. Smith, pres.; E. G. Palmer, treas.; W. H. McClusky, secy.

CAMBRIDGE—Cambridge Valley Agricultural Association. Aug. 30 to Sept. 2. Jerome B. Rice, pres.; Henry A. Qua, treas.; John L. Pratts, jr., secy.

CANANDAIGUA—Ontario County Agricultural Society. Sept. 20 to 22. R. M. Lee, pres.; Jas. S. Hickox, treas.; Homer J. Reed secy.

CANTON—St. Lawrence County Agricultural Society. Sept. 13 to 16. A. T. Martyn, pres. and secy.; C. J. Perkins, treas.

CAPE VINCENT—Cape Vincent Agricultural Association. Sept. 13 to 16.

CARMEL—Putnam County Agricultural Society. Aug. 30 to Sept. 2. George R. Cole, secy.

CAPE VINCENT—Cape Vincent Agricultural Society.

CATTARAUGUS—Iroquois County Fair. Sept. 20.

CHATHAM—Columbus County Agricultural Society. Sept. 6 to 9. J. P. Mickle, pres., H. J. Barringer, treas.; W. A. Dardess, secy.

COBLESKILL—Cobleskill Agricultural Society. Sept. 19 to 22. O. F. Nelson, pres.; M. D. Borst, treas.; S. C. Shaver, secy.

CANTON—St. Lawrence County Agricultural Society.

CAIRO—Green County Agricultural Society. Aug. 23 to 25.

COHOCTON—Cohocton Agricultural Society. Sept. 12 to 14. W. W. Babcock, manager; W. B. Lahy, secy.

COOPERSTOWN—Otsego County Agricultural Society. Sept. 19 to 21. A. S. Potts, pres.; H. K. Murdock, treas.; F. L. Quaif, secy.

CORTLAND—Cortland County Agricultural Society. Aug. 23 to 26. E. E. Mellon, secy.

CUBA—Cuba Fair. Sept. 13 to 16. Geo. Amsden, pres.; Geo. H. Swift, secy.

DELHI—Delaware County Agricultural Society. Sept. 6 to 8. W. H. Fisher, pres.; W D. Smith, treas.; R. P. McIntosh, secy.

DORMANSVILLE—Westerlo & Coeyman's Fair Association. Sept. 5 to 10. D. W. Stanton, pres.; S. Westerlo; W. S. Cole, treas., Indian Fields; L. Thomas, secy.

DRYDEN—Dryden Agricultural Society. Sept. 20 to 22. S. G. Lupton, pres.; D. J. Wheeler, treas.; J. B. Wilson, secy.

DUNDEE—Dundee Fair Association. Oct. 4 to 6. Andrew Harpending, pres.; O. J. Watson, treas.; O. J. Bigelow, secy.

ELLENVILLE—Ellenville Driving Park.

ELMYRA—Chemung County Agricultural Society. Sept. 5 to 9. Frank J. Cassada, pres.; Geo. McCann, secy.

FONDA—Montgomery County Agricultural Society. Aug. 29 to Sept. 1. Hon. Z. D. Westbrook, Amsterdam, pres.; Wm. Miles, Fultonville, treas.; J. B. Martin, secy.

FRANKLINVILLE—Franklinville Agricultural and Driving Park Association. Sept. 6 to 9. W. A. Day, pres.; L. S. Ely, treas.; E. E. McNall, secy.

GENESEO—Livingston County Fair.

GLOVERSVILLE—Gloversville Fair and Driving Association. Louis Levi, secy.

GOUVENEUR—Gouveneur Agricultural and Mechanical Association. Aug. 30 to Sept. 2. J. H. Abbott, pres.; F. J. Whitney, treas.; F. H. Smith, secy.

GREENE—Riverside Agricultural Society. Sept. 13 to 16. Curtis Winston, pres.; J. E. Julian, treas.; J. E. Bartoo, secy.

HAMBURGH—Erie County Agricultural Association. Sept. 13 to 17. E. E. Hepp, pres., Armour, N.Y.; J. A. Kloepher, treas., Hamburg; G. P. Dick, secy., Lawtons.

HEMLOCK—Hemlock Lake Union Agricultural Society. Oct. 4 and 5. R. R. Short, secy.

HERKIMER—Herkimer County Agricultural, Horticultural and Mechanical Arts. Sept. 6 to 8. J. W. Humphrey, Mohawk, pres.; G. A. Rasbach, treas.; I. P. Rasbach, secy.

HOBART—Hobart Agricultural Horse and Cattle Association. August. J. B. Baldwin, pres.; DeWitt Sharpe, treas., Bloomville; D. C. Sharpe, secy., S. Kartright.

HORNELLSVILLE—Hornellsville Farmers' Club. Aug. 22 to 26.

HUDSON—Columbia Agricultural and Horticultural Association. Aug. 31 to Sept. 2. Deibert Dinehart, West Copake, pres.; Fred. S. Hallenbeck, treas.; W. H. Browning, secy.

HUNTINGTON—Huntington Fair. Jesse L. Smith, secy.

ITHACA—Tompkins County Agricultural and Horticultural Society. Sept. 6 to 9. C. S. Seamon, pres.; E. D. Shurter, treas.; A. G. Genung, secy.

JOHNSTOWN—Fulton County Agricultural Society. Sept. 5 to 8. Wm. T. Briggs, pres.; David A. Hays, treas.; Eugene Moore, secy.

LANCASTER—Union Agricultural Fair Association. Geo. Sutton, Buffalo, secy.

LITTLE VALLEY—Cattaraugus County Agricultural Society. Aug. 30 to Sept. 2. J. H. Wilson, secy.

LOCKPORT—Niagara County Agricultural Society. Not decided. G. H. Bradley, pres., Lake Road; J. S. Woodward, treas.; Chas. A. Warren, secy.

LOWVILLE—Louis County Agricultural Society. Sept. 13 to 16. A. M. Seymour, pres., Copenhagen; Ira Sharp, treas.; W. S. Windecker, secy.

LYONS—Wayne County Agricultural Society. Sept. 15 to 17. Wm. Weeks, pres.; E. D. Leonard, treas.; N. D. Lapham, secy.

MALONE—Franklin County Agricultural Society. Sept. 27 to 30. E. W. Lawrence, pres; Thos. Adams, treas.;; W. J. Mallen, secy.

MARGARETVILLE—Catskill Mt. Agricultural Society. Aug. 23 to 26. Will Murgle, jr., secy.

MIDDLETOWN—Orange County Agricultural Society. Sept. 13 to 16. Hon. August Denniston, pres., Newbourg; Cornelius Macardell, treas.; David A. Morrison, secy., Newbourg.

MINEOLA—Queens County Agricultural Society. June 15 and 16, Sept. 20 to 24. J. W. Ahles, Bayride, pres.; Thos. H. Bacon, Jericho, treas.; Lott Van de Water, jr., secy.

MONTICELLO—Sullivan County Fair. Aug. 30 to Sept. 2.

MORRIS—Butternut Valley Agricultural and Horticultural Association. Sept. 27 to 29. C. A. Brown, pres.; D. I. Lawrence, treas.; D. C. Winton, secy.

NAPLES—Sept. 27 to 29. T. V. Granby, secy.

NASSUA—Rensselaer Agricultural and Liberal rts Society. Sept. 20 to 23. Gardner P. Marcy, pres.; Chas. E. Huested, treas.; Delmer Lynd, secy.

NEWARK VALLEY—Northern Tioga Agricultural Society. Aug. 31 to Sept. 1. Stephen L. Ball, Berkshire, pres.; E. F. Belden, Richford, treas.; G.E. Purple, secy.

NEW CITY—Rockland County Industrial Association. Sept. 6 to 9. J. E. Vanderbilt, pres.; M. S. Cropsey, treas.; J. E. Barber, secy.

NEW YORK CITY—Driving Club of N. Y.

NORWICH—Chenango County Agricultural Society. Aug. 30 to Sept. 2.

ONEONTA—Oneonta Fair. Sept. 12 to 15. Hon. W. L. Brown, pres.; H. M. Bard, treas.; S. L. Huntington, secy.

ORANGEBURGH—Mountain View Driving Park.

OSWEGO FALLS—Oswego County Agricultural Society. Sept. 13 to 16. H. H. Merriam, pres.; Jay C. Harrington, Fulton, treas: Fred. G. Spencer, Fulton, secy.

OWEGO—Tioga County Agricultural Society. Sept 13 to 15. Geo. M. Griswold, pres.; J. M. Hastings, treas.; L. W. Kingman, secy.

PALATINE BRIDGE—West End Agricultural Association. E. B. Burnap, Canajohrie, secy.

PALMYRA—Palmyra Union Agricultural Society. Sept. 23 and 24.

PENN YAN—Yates County Agricultural Society. Sept. 20 to 23. Ira R. Brundage, pres. W. W. Remer, treas.; A. F. Angell, Itsly Hill, secy.

PERRY—Silver Lake Agricultural and Mechanical Association. Sept. 28 and 29. W. L Chapin, pres.; J. H. Watson, treas.; W. W. Grieve, secy.

PLATTSBURGH—Clinton County Agricultural Society. Sept. 13 to 16. W. T. Burleigh, secy.

POTTSDAM—Racket Valley and St. Regis Valley Agricultural and Horticultural Society. Sept. 20 to 22. W. E. Clark, pres.; E A. Everett, treas.; D. B. Barnett, secy.

POTTERSVILLE—Glen Dale Agricultural Society. Sept. 27 to 30. Chas. H. Faxon, pres., Chesterton; F. A. Griswold, treas.; Jas. A. Skiff, secy.

POUGHKEEPSIE—Duchess County Agricultural Society. Sept. 6 to 9. Reg. W. Rives, pres., New Hamburg; Aug. B. Gray, treas.; Ferdinand R. Bain, secy.

PRATTSVILLE—Prattsville Agricultural and Horticultural Association.

RED HOOK—Red Hook Agricultural Club. Sept. 14 to 16. Daniel W. Wilbur, pres.; Luther L. Stillman, treas.; John W. Bain, secy.

RICHFIELD SPRINGS—Richfield Springs Agricultural Association. Sept. 26 to 28.

RIVERHEAD—Suffolk County Agricultural Society. Sept. 27 to 29. Hon. J. S. Havens, Patchogue, pres.; Geo. W. Cooper, treas.; Sylvester M. Foster, secy.

ROME—Oneida County Agricultural Society. Sept. 12 to 16. C. A. Pratt, Verona, pres.; W. D. Reese, treas.; J. B. Ceeshman, Verona, secy.

SANDY HILL—Washington County Agricultural Society.

SANDY CREEK—Sandy Creek Fair. Aug. 23 to 25. H. Louis Wallace, secy.

SCHENEVUS—Schenevus Valley Agricultural Society. Sept. 15 to 17. G. E. Guy, pres., Schenevus; E. J. Goddard, treas., Schenevus; E. E. Brownell, secy., Schenevus.

SCHOHARIE—Schoharie County Agricultural Society. Sept. 26 to 30. Daniel W. Jenkins, Central Bridge, pres.; La Grange Van Tuyl, treas.; H. F. Kingsley, secy.

SHAVERTOWN—Shavertown Fair. Sept. 13 to 15.

SIDNEY—Sidney Fair Association. Sept. 13 to 15.

Stamford—Stamford Agricultural Society. Aug. 30 to Sept. 2. H. P. Hubbell, pres.; H. C. Lawrence, treas.; E. W. Landon, secy.

SYRACUSE—Onondaga County Fair. Aug. 22 to 27. J. Wiltsie Knapp, M. D., 1903 W. Fayetts st. pres.; N. H. Chapman, secy., Chamber of Commerce.

SYRACUSE—State Fair. Aug. 29 to Sept. 4. Gen. Benj. F. Tracy, of Brooklyn, pres.; W. Judson Smith, treas., Syracuse; Jas. B. Docharty, secy., Albany.

TROUPSBURG—Southern Troupsburg Agricultural Society. Sept. 6 to 9. Henry Simpson, pres.; W. N. Griggs, treas.; James B. Potter, secy., S. Troupsburg.

TRUMANSBURG—Union Agricultural and Horticultural Society. Sept. 13 to 15. J. T. Howe, pres.; H. H. Mosher, treas.; Myron Boardman, secy.

VERNON—Vernon Agricultural Association. Sept. 28 and 29.

WALTON—Delaware Valley Agricultural Association. Aug. 30 to Sept. 2.

WARSAW—Wyoming County Fair. Sept. 13 to 15 E. T. Montgomery, pres.; John Underhill, treas.; Merritt B. Hale, secy.

WASHINGTON HOLLOW—Central Duchess Agricultural Asociation. A. S. Coffin, Oak Summit, secy.

WATERLOO—Seneca County Agricultural Society. Sept. 27 to 29. Daniel Yost, pres.; Leonard Story, treas.; Edward Nugent, secy.

WATERTOWN—Jefferson County Agricultural Society. Sept. 6 to 9. Frank M. Parker, pres.; C. E. Hadcock, treas.; W. R. Sheels, secy.

WATERVILLE—Sangerfield Driving Park and Agricultural Association. R. Wilson Roberts, secy.

WATKINS—Schuyler County Agricultural Society. Sept. 27 to 30. Jas. B. Frost, Montour Falls, pres.; F. W. Fiero, treas.; B. L. Piper, secy.

WELLSVILLE—Wellsville Fair Association. J. B. Jones secy.

WELLSVILLE—Wellsville Fair. Aug. 15 to 19. D. C. Ackerman, pres.; John McEwen, treas.; Chas. T. Earley, secy.

WEST PHOENIX—Phoenix Union Agricultural Society. Sept. 20 to 22. John Obrien, Phoenix, pres.; N. A. Hughes, Phoenix, treas.; Jas. A. Pendergast, Phoenix, secy.

WHITE PLAINS—Society of Agriculture and Horticulture of Westchester County. Sept. 26 to Oct. 1. Jas. Hopkins, pres., Armonk; Joseph B. Lee, treas.; Edwin B. Long, secy.

WHITNEY'S POINT—Broome County Agricultural Society. Harry J. Wattles, pres.; P. H. Landers, treas.; F. E. Allen, secy.

WESTPORT—Essex County Agricultural Society. Sept. 19 to 22. W. A. Tucker, pres., Boquet; A. J. Daniels, treas.; C. E. Stevens, secy.

NORTH CAROLINA.

BURLINGTON—Almanance Fair Association. Sept. 20 to 22. S. H. Watt, secy.

ELIZABETH CITY—Albemarle Park Fair. Dr. H T. Aydlett, secy.

RALEIGH—North Carolina Agricultural State Fair. Oct. 24 to 29. John L. Cunningham, pres., Cunningham; John Nichols, treas.; John Nichols, secy.

WINSTON—Piedmont Tobacco Fair Association. November. A. B. Gorsell, pres.; T. L. Vayhes, treas.; G. E. Webb, secy.

LUMBERTON—Robeson County Fair. Oct. 24 to 26. Geo. B. McLeod, pres.; Frank Grugh, secy.

FAYETTEVILLE—Cumberland County Agricultural Society. November. Walter Watson, pres.; G. W. Lawrence, treas.; G. W. Lawrence, secy.

NEWBERN—Annual Exhibition of East Carolina Fish, Oyster, Game and Industrial Association. Feb. 28 to Mar. 5. Wm. Dunn, pres.; Geo. Green, secy.

NORTH DAKOTA.

MANDAN—Morton County Fair Association. Sept. 27 to 30. Geo. W. Harmon, pres.; D. R. Taylor, treas.; C. L. Timmerman, secy.

OHIO.

ADA—Ada Tri-County Fair. Oct. 4-7. John P. Connor, pres.; M. E. Cunningham, treas.; Agnew Welsh, secy.

AKRON—Summit County Agricultural Society. Oct. 4-7. M. L. Sprankle, pres.; G. W Brewster, treas.; Albert Hale, secy.

AKRON—Street Fair. August.

ASHLAND—Ashland Fair Co. Aug. 30 to Sept. 2. R. J. Simonton, pres.; J. Cahm, treas.; A. W. Fritzinger, secy.

ATHENS—Athens County Agricultural Association. Aug. 23-25. N. W. Baker, Chauncey, pres.; Winfield Scott, treas.; C. S. McDougall, secy.

BELLEFONTAINE—Logan County Agricultural Association. Oct. 4-7. David Fuson, Logansville, pres.; C. L. Rogers, Degraft, treas.; E. Pat Chamberlain, secy.

BELLEVUE—Bellevue Fair Co. Gus Dangeleisen secy.

BEREA—West Cuyahoga County Agricultural Society. Sept. 20-23. L. M. Coe, pres.; W. J. Poots, Strongville, treas.; C. H. Busby, secy.

BOSTON—Clermont County Agricultural Society (Owensville P. O.) Aug. 22 to 26. John P. Friend, pres., Perintown; J. O. Rapp, treas., Owensville; John Rowan, secy., Blowville.

BOWLING GREEN—Wood County Agricultural Society. Sept. 26 to Oct. 1. Moses A. Mathing, Custer, pres.; E. B. Bowerstock, treas.; W. S. Haskell, Bowling Green, secy.

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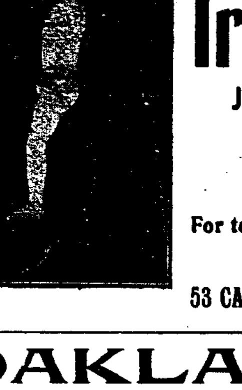
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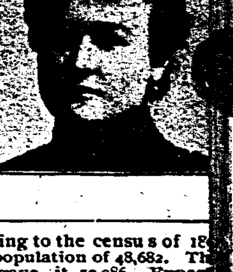

OAKLAND, CAL. According to the census of 18— had a population of 48,682. The police census of 1895 gave it 52,986. Experts now estimate it at 60,000. It is a good town. A residence town. A city of homes. I distribute Oakland. I have good references, and further more, I am a member of the International Association of Distributors and Will. A. Molton's Agency. Whenever you want to distribute Oakland, send the matter to
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BUCYRUS—Crawford County Agricultural Society. Sept. 20-23. J. A. McMichael, pres.; Michael Auck, treas.; B. Beal, secy.

BURTON—Geauga County Agricultural Society. Sept. 6-9. E. L. Strong, Huntsburgh, pres.; H. C. Tuttle, treas.; P. W. Parmelee, secy.

CADIZ—Harrison County Agricultural Society. Oct. 5-7. C. R. Tipton, pres.; S. R. Hamilton, treas.; J. G. Millikin, secy.

CALDWELL—Caldwell Fair. Sept. 21-23. David Miller, pres.; John Emmons, treas.; I. B. Phillips, secy.

CANAL DOVER—Tuscarawas County Agricultural Society. Sept. 20-23. J. L. Kenndy, New Philadelphia, pres.; V. Wentz, treas.; H. W. Streb, secy.

CANFIELD—Mahoning County Agricultural Society. Sept. 27-29. N. Newton, Boardman, pres.; S. A. Fogg, treas.; B. Manchester, Hickory, secy.

CANTON—Stark County Agricultural Cociety. Sept. 27-30. C.M.Welty, No. Industry, pres.; H. A. Wise, treas.; J. H. Lehman, secy.

CARROLLTON—Carroll County Fair. Sept. 28-30. Wm. S. Smeltz, Jr., pres.; Thos. J. Saltsman, treas.; C. A. Tope, secy.

CARTHAGE—Hamilton County Agricultural Society. Aug. 16 to 19. E. E. Ellis, Crestone, pres.; E. H. Huffman, Sharonville, treas.; D. L. Sampson, 340 Main st., Cincinnati, O., secy.

CELINA—Mercer County Agricultural Society. Aug. 16 to 19. S. H. Weaver, pres., Early, O.; J. M. Winter, treas.; C. W. Hulfhire, secy., Mercer, O.

CHAGRIN FALLS—Cuyahoga County Agricultural Society. Sept. 13-16. L. R. Dunham, Bedford, pres.; W. E. Rodgers, treas.; Geo B. Huggett, secy.

CHILLICOTHE—Scioto Valley Fair. Aug. 9 to 12. Clark W. Story, pres.; Theodore Spetnagel, treas.; Wm. L. Tullys, secy.

CIRCLEVILLE—Zwicker Park Driving Club. July 19 to 21. W. H. Albaugh, pres.; M. C. Miller, treas.; A. J. Grigsby, secy.

COLUMBUS—State Fair. Aug. 29 to Sept. 3. B Cordwell, Batavia, pres.; J. C. Bower, treas.; W. W. Miller, secy.

COSHOCTON—Coshocton Agricultural Association. Oct. 11 to 14. Ed. M. Hanlon, pres.; Corwin McCoy, treas.; Robt. Boyd, secy.

CROTON—Hartford Central Agricultural Society. Sept. 6 to 9. Wm. Moore, pres., Homer; J.Coleman, treas.; L.S. Clark, secy.

EATON—Preble County Fair. Sept. 26 to 30. J. C. Anderson, Camden, pres.; C.F. Brook, Jr., treas.; Henry H. Farr, secy.

ELYRIA—Lorain County Agricultural Society. Sept. 13 to 16. J.L. Reed, N. Ridgeville, pres.; J. E. Willard, treas.; W. B. Johnston, secy.

FINDLAY—Hancock County Agricultural Society. Oct. 12 to 15. W. A. Williamson, Mt. Cory, pres.; Geo. P. Jones, treas.; M. C. Green, Mt. Blanchard, secy.

FOSTORIA — Northwestern Ohio Fair Co. Sept. 13 to 16. N. Saltsman, pres.; N. Burtscher, treas.; E. A. Schubert, secy.

FOSTORIA—Street Fair. Aug. 10 to 12.

FREMONT—Sandusky County Fair. Oct. 4 to 7. W. J. Smith, pres.; Wm. Gabel, treas.; J. C Overmeyer, secy.

GALLIPOLIS—Gallipolis Fair. Sept. 13 to 16. Chas. D. Bailey, pres.; Geo. B. Little, treas.; P. T. Wall, secy.

GEORGETOWN—Brown County Fair. Oct. 4 to 7. V. K. Thompson, pres.; Ben B.Whiteman, treas.; J. W. Hedrick, Russellville, secy.

GREENVILLE—Darke County Agricultural Society. Aug. 22 to 26. Jacob M. DeLisle, pres., Edward Ammon, Gordon, treas.; T. C. Maher, secy.

GROVE CITY—Grove City Fair. Aug. 23 to 26 Jos. M. Briggs, pres.; E. A. White, treas.; G. B. Darnell, secy.

HAMILTON—Butler County Fair. Oct. 3 to 7 J. A. Slade, pres.; L. M. Larsh, treas.; HICKSVILLE—Hicksville Fair Co. Sept. 13 to 16. J. E. Coburn, secy.

HILLSBORA—Highland County Fair Co.

JEFFERSON—Ashtabula County Agricultural Society. Sept. 20 to 23. H. H. Poole, Conneaut, pres.; C. L. Taylor, treas.; C. C. Babcock, secy.

KENTON—Hardin County Agricultural Society. Sept. 13 to 16. W. I. Huffard, Ada, pres.; Horton Park, treas.; J. H. Rummell, secy.

KINSMAN—Kinsman Stock and Agricultural Society. Aug. 24 to 26. H. J. Waid, pres.; E. H. Bidwell, treas.; H. J. Fobes, secy.

LANCASTER—Fairfield County Agricultural Society. Oct. 12 to 15. Daniel Arumley, pres.; C. B. Whiley, treas.; W. T. McClenaghan, secy.

LEBANON—Warren County Fair Association. Sept. 20 to 23. Huse Bone, pres.; F. M. Cunningham, treas.; Geo. W. Carey, secy.

LIMA—Allen County Fair. Sept. 20 to 23. Abraham Harrod, pres.; E. W. Enslen, Elida, treas.; T. B. Bowersock, secy.

LISBON—Clark County Fair. Aug. 23 to 26. T. L Calvert, Selma, pres.; J. C. Agle, Plattsburgh, treas.; Wm. Jenkins, Seth, secy.

LISBON—Columbiana County Fair. Sept. 13 to 15.

LONDON—Madison County Agricultural Association. Sept.6 to 9. Chas. A. Wilson, Summerford, pres.; M. L. Rea, treas.; E. Pancake, secy.

MANSFIELD—Mansfield Trotting Association.

MASSILLON—Business Men's Street Fair. September. Mayor Wise, pres.; J. H. Hunt, treas.; C. M. Whitman, secy.

MARIETTA—Washington County Fair. Sept. 13 to 16. Ed. Flanders, pres.; J. H. McConnell, treas.; Henry G. Bohl, secy.

MARION—Marion County Fair. Sept. 27 to 30. W F Hurr, Martel, pres.; D. M. Odaffer, treas.; J. E. Waddell, secy.

MARYSVILLE—Union County Agricultural Society. Oct. 4 to 7. Dr. T. B. Shields, pres., Watkins; C. S. Chapman, treas.; E. W. Porter, secy.

McCONNELLSVILLE—Morgan County Agricultural Society. Sept. 6 to 8. John G. Walker, pres.; I. W. McElhinny, treas.; M. E Danford, secy.

MEDINA—Medina County Agricultural Society. Sept. 6 to 8. E. S. Bissell, pres., Le Roy; Blake Hendrickson, treas.; Hiram Goodwin, secy.

MILLERSBURG—Holmes County Agricultural Society. J. N. Johnson, Paint Valley, pres.; W. G. Rudy, treas.; G. F. Gilbert, secy.

MONTPELIER—Montpelier Fair. Sept. 6 to 9. J. C. Halloway, pres.; A. P. Rothenberger, treas.; C. C. Lattannar, secy.

MT. GILEAD—Morrow County Agricultural Society. Oct. 4 to 7. C. D. Russell, pres.; J. G. Russell treas.; O. J. Miller, secy.

NAPOLEON—Uapoleon Fair Co. Aug. 30 to Sept. 2. J. W. Hanna, pres.; R. B. Heller, treas.; J L. Halter, secy.

NEWARK—Licking County Fair Association. Aug. 23 to 26. B. N. Sigler, Homer, pres.; A. J. Crilly, treas.; Ad. C. Seymour, secy.

NEW BREMEN—New Bremen Tri-County Fair. Aug. 30 to Sept. 2. H. Hellbusch, pres.; Wm. Nieter, treas.; F. Wiemeyer, secy.

NEW COMERSTOWN—C. O. D. Fair. Oct. 5 to 7. R. L. Shoemaker, secy.

NEW LEXINGTON — Perry County Fair. Sept. 13 to 16. T. J. Tracy, pres.; Patrick Coyle, treas.; Chas. C. Chappelear, secy.

NEW LONDON—New London Fair. June 9 and 10. C. C. Post, pres.; E. G. Day, treas.; O. G. Carter, secy.

ORRVILLE—Central Fair Co. Sept. 13 to 16. R. F. Christy, pres.; E. P. Williams, treas.; Proctor E. Seas, secy.

OTTAWA—Putnam County Fair. Oct. 4 to 8. A. L. Paul, pres.; C. H. Rice, treas.; A. P. Sandles, secy.

PAULDING—Paulding County Fair. Sept. 6 to 9 J. L. Slager, pres.; W. B. Jackson, treas.; F. M. Bashore, secy.

POMEROY—Pomeroy Fair. Sept. 7 to 9. H. C. Fish, secy.

PORT CLINTON—Ottawa County Fair. Sept. 7 to 9. John Orth, pres.; Fred. Camper, Gypsum, treas.; T. S. Johnson, Gypsum, secy.

PROCTORVILLE — Lawrence County Fair. Sept. 7 to 9. J. P. Eaton, LaBelle, pres.; C. L. Reynolds, treas.; W.W. Beckard, secy.

RAVENNA—Portage County Agricultural Society. Sept. 20 to 23. C. R. Doolittle, Streetsboro pres.; C. H. Lambert, treas.; Lafayette Smith, secy.

RICHWOOD—Tri-County Fair. Oct. 11 to 14. J H. Bechtol, pres.; Robt. Smith, treas.; J. E. Robinson, secy.

RIPLEY—Ripley, Ohio, Fair Co. Aug. 30 to Sept 2. G. F. Young, pres.; E. T. Kirker, treas.; L. Huilliams, secy.

ROCK SPRINGS—Meigs County Agricultural Association. Sept. 7 to 9. P. B. Stanberry, Pomeroy, pres.; J. McQuigg, Pomeroy, treas.; H. C. Fish, Pomeroy, secy.

RUSSELLVILLE—Grangers' Fair. Oct. 13. Dum & Sampson, Ripley, O., managers; A. C. Miller, secy.

SALEM—Salem Fair and Exposition Co.

SANDUSKY—Erie County Agricultural Society. Sept. 27 to 30. Chas. W. Taylor, pres.; F P. Zollinger, treas.; John T. Mack secy

SARAHSVILLE—Noble County Fair. Sept. 28 to 30. W. S. Spriggs, pres.; C. L. Hellyer, treas.; Arthur McWilliams, secy.

SIDNEY—Shelby County Agricultural Society. Sept. 20 to 23. E. W. Stowell, pres.; W. E. Lieman, treas.; J. E. Russell, secy.

SMITHFIELD—Jefferson County Agricultural Society. Sept. 28 to 30. I. S. Vale, pres.; Chas. McKirney, treas.; J. O. Hayne, secy.

SMYRNA—Stillwater Union Industrial Association. Sept. 13 to 15. D. R. Bethel, pres.; G. W. Young, treas.; S. C. Kelly, Freeport, secy.

SPRINGFIELD—Clark County Agricultural Society. Aug. 23 to 26. T. L. Calvert, pres., Selma; G. A. Agle, treas., Plattsburg; Wm. Jenkins, secy., Seth.

ST. CLAIRSVILLE—Belmont County Fair. Aug. 30 to Sept. 1. A. C. Darrah, pres.; E. G. Amos, treas.; T. C. Ayers, secy.

TOLEDO—Tri-State Fair, Aug. 22 to 27. W. B. Geroe, pres.; C. R. Brand, treas.; T. B. Tucker, secy.

TROY—Miami County Fair. Sept. 26 to 30. T S. Scott pres.; D. M. Cappock, Pleasant Hill, treas.; W. I. Tenney, secy.

UPPER SANDUSKY—Wyandot Agricultural Society. Oct. 4 to 7. E. R. Larcomb, pres.; Henry Kear, treas.; Oscar Billhardt, secy.

URBANA—Champaign County Fair. Aug. 16 to 19. C. H Ganson, pres.; H. P. Wilson treas.; J. W. Crowl, secy.

UHRICHVILLE—Uhrichville and Dennison Fair. Aug. 30 to Sept. 2. C. V. McClusky, pres.; E. J. Ronig, secy.

VAN WERT—Van Wert County Fair. Sept. 13 to 16. J. S. Stuckey, pres.; E. B. Gilliland, treas.; O. D. Swartout, secy.

WAPAKONETA—Auglaize County Agricultural Society. Sept. 6 to 9. J. T. Van Horn, New Hampshire, pres.; Frank Rigdon, treas.; A. E Schaeffer, secy.

WARREN — Trumbull County Agricultural Society. Sept. 13 to 15. S. F. Bartlett, pres.; O. D. Morgan, treas.; Jas. L. Kennedy secy.

WASHINGTON—Guernsey County Agricultural Society. Sept. 27 to 30. A. J. Clark, Cambridge, pres.; R. S. Frame, treas.; J. W. Moore, secy

WASHINGTON C. H.—Lafayette County Fair Co. Aug. 16 to 20. Nye Gregg, pres.; O. S. Mallow, treas.; N. B. Hall, secy.

WAUSEON—Fulton County Agricultural Society. Sept. 27 to 30. L. G. Ely, pres., Fayette; W. A. Blake, treas.; Thos. Wikesell, secy.

WELLINGTON—Wellington Union Agricultural Society. Aug. 17 to 19. H. C. Harris, secy.

WESTERVILLE—Central Ohio Tri-County. Aug. 16 to 19. B. Limeabary, pres.; L. A. Seeley, treas., Columbus; G. W. Meeker, secy.

WEST UNION—Adams County Agricultural Society. Sept. 13 to 16. W. K. Coleman, pres.; Henry Scott, treas.; T. W. Ellison, secy.

WOODSFIELD—Monroe County Fair. Aug. 30 to Sept. 2. W. C. Mooney, pres. and treas.; Geo. P. Dorr, secy.

WINCHESTER—Young Men's Fair. Sept. 21 to 23.

WOOSTER—Wayne County Agricultural Society Sept. 27 to 30. E. G. Ebright, pres., W. A. Wilson, treas.; I. N. Kinney, secy.

XENIA—Greene County Agricultural Society. Aug. 9 to 12. John B. Lucas, pres.; T. L. Magruder, treas.; R. R. Grieve, secy.

YOUNGSTOWN—Youngstown Fair Co.

ZANESVILLE—Muskingum County Agricultural Society. Sept. 6 to 9. S. A. Baldwin, pres.; J. E. Lanner, treas.; J. D. Mercer, secy.

ZANESVILLE—Street Fair. 3d week June, 1899.

OKLAHOMA

GUTHRIE—The Oklahoma State Fair Association. Oct. 3 to 8. W. H. Cayle, pres.; W. H. Gray, treas.; F. H. Greer, secy.

OREGON.

BAKER CITY—Na fair this season. Geo. Ebell, secy.

PORTLAND—Portland Fair. Col. O. Somers, pres.; J. P. Marshall, treas.; W. B. Struble, secy.

SALEM—State Fair. Sept. 22 to 30. D. H. Looney, pres.; A. Bush, treas.; G. D. Gubrielson, secy.

PENNSYLVANIA.

ALLENTOWN—Allentown Fair. Sept. 19 to 23. Jeremiah Roth, pres.; W. K. Mohr, secy.

APOLLO—Armstrong and Westmoreland Agricultural Association. L. T. Owens, secy.

BEAVER—Beaver County Agricultural Society. Sept. 20 to 23. L. S. Anderson, secy.

BEDFORD—Bedford County Fair. Oct. 4 to 7.

BETHLEHEM—Bethlehem Fair Association. Sept. 13 to 16. J. Walter Lovatt, pres.; Geo. H. Young, treas.; H. A. Groman, secy.

BLOOMSBURG—Columbia County Agricultural Society. Oct. 12 to 15. R. W. Smith, pres., Mifflinville; Jas. C. Brown, treas.; A. N. Yost, secy.

BURGETTSTOWN—Union Agricultural Association. Oct. 4 to 6. W. W. Pyles, pres.; Dinsmore; W. B. Linn, treas.; Wm. Melvin, secy., S. Burgettstown.

BUTLER—Butler County Agricultural Association. Sept. 6 to 9. W. H. H. Riddle, pres. John S. Campbell, treas.; W. P. Roessing, secy.

CAMBRIDGE SPRINGS—Central Crawford Agricultural Society. Sept. 20 to 23. M. B. Ross, pres.; H. W. Canfield, treas.; John O. Sherred, secy.

CANTON—Bradford County Fair. Sept. 20 to 22.

CARLISLE—Agricultural Society of Cumberland County. Sept. 27 to 30. Chas. H. Mullin, pres.; John Stock, treas.; W. H. McCrea, secy.

CARMICHAELS—Green County Fair. Sept. 28 and 29.

CARNEGIE—Carnegie Fair and Trotting Association.

CARROLLTOWN — Cambria County Fair. Sept. 20 to 23. J V. Mausher, secy.

CENTRE HALL—Patrons of Husbandry of Central Pennsylvania. Sept. 12 to 17. Leonard Rhone manager.

CLARION—Clarion County Fair Association. September. Geo. F. Henry, pres. Peollet; J. J. Frazier, treas.; S. S. Sanghein, secy.

COCHRANTON—Cochranton Agricultural Society.

CONNEAUTVILLE—Crawford County Agricultural Society. Sept. 6 to 9. O. C. Dickey, pres.; J. E. Rupert, treas.; F. L. Lord, secy.

CORRY—Northwestern Agricultural Society. Sept. 13 to 16. Dennis Johnson, pres.; N. R Heath, treas.; Geo. Blair, secy.

DALLAS—Dallas Union Agricultural Association. Sept. 27 to 30. John T. Phillips, pres.; Geo. F. Hileman, treas.; E. M. Honeywell, secy.

DANVILLE — Montour County Agricultural Society.

DAYTON—Dayton Agricultural and Mechanical Association. Sept. 27 to 30. S. S. Burns, Barnard, pres.; G. F. Currie, treas.; M. C. Marshall, secy.

EBENSBURG—Ebensburg Agricultural Society. Aug. 30 to Sept. 2.

FORKSVILLE—Sullivan County Fair. Oct. 4 to 6.

GRATZ—Gratz Driving Park and Agricultural Society.

GREENSBURG—Westmoreland Agricultural Society. Sept. 27 to 30. W. F. Holtzer, secy.

GREENVILLE—Greenville Agricultural Society. Sept. 7 to 9. Levi Morrison, pres.; J. W. Vosler, treas.; Till Reiss, secy.

HANOVER—Hanover Agricultural Society. Sept. 6 to 9. R. W. Wirt, pres.; T. J. Little, treas.; M. O. Smith, secy.

HARFORD — Harford Agricultural Society. Sept. 28 and 29. G. R. Ressequie, pres.; E. M Watson, treas.; E. E. Jones, secy.

HOLLIDAYSBURG—Blair County Agricultural Association. Sept. 13 to 16. P. H. Bridenbaugh, pres.; C. H. Porter, secy.

HONESDALE—Wayne County Agricultural Society. Sept. 27 to 29. E. W. Gammell, Bethany, secy.

HOOKSTOWN—Mill Creek Valley Agricultural Society. Aug. 23 to 25. H. W. Nelson, pres.; John McDonald, treas.; R. M. Swaney, secy.

HUGHESVILLE—Muncy Valley Farmers' Club. Sept. 28 to Oct. 1.

INDIANA—Indiana County Agricultural Society Sept. 13 to 16. M. F. Jamison, pres.; A. W. Mabon, treas.; Geo. J. Feit, secy.

JOHNSTOWN—Tri-County Agricultural and Driving Park Association. Sept. 5 to 9. T. A. Cresswell, pres.; Geo. H. Brown, treas.; J. H. Laine, secy., Box 246.

KITTANNING—Kittanning Fair Association. Aug. 23 to 26. Dr. Chas. J. Jessop, pres.; W. J. Sturgeon, treas.; Thos. McConnell, secy.

KUTZTOWN—Keystone Agricultural and Horticultural Society. Sept. 27 to 30. J. B. Esser, secy.

LAVELLE—Lavelle Driving Park and Fair Association. Not decided. J. G. Rowe, pres., Tremont; A. L. Lauberstein, treas., Ashland; F. H. Waite, secy., Ashland.

LEBANON—Lebanon Valley Fair Association. Sept. 7 to 9. John H. Shugar, pres.; John H. Funk, treas.; Dr. W. B. Means, secy.

LEHIGHTON—Carbon County Industrial Association. Sept. 27 to 30. Henry Miller, pres.; Valentine Schwartz, treas.; C. W. Bower, secy.

LEWISBURG — Union County Agricultural Association.

MANSFIELD—20th Annual Mansfield Fair. Sept. 27 to 30. Chas. S. Ross, pres., Wayne; A. Pitts, secy.; W. D. Husted, treas.

MEADVILLE—Meadville Fair and Driving Park Association. Sept. 27 to 30. S. B. Dick, pres.; F. A. Sutton, treas.; W. H. Gaskill, secy.

MERCER—Mercer Central Agricultural Association. Sept. 27 to 29. Thos. P. Nunnell, Indian Run, pres.; Jas. B. Grubb, treas.; John P. Orr, secy.

MILTON—Milton Driving Park and Fair Association. Oct. 4 to 7. I. A. Eschbach, pres.; M. H. Barr, treas.; Edwin Paul, secy.

MONTROSE—Susquehanna County Agricultural Society. Oct. 4 and 5. W. A. Titsworth, secy.

MT. GRETNA—Mt. Gretna Mechanical, Agricultural and Industrial Exposition. Aug. 15 to 19.

NAZARETH—Northampton County Agricultural Society. Oct. 4 to 7. Frank T. Gernet, pres.; J. R. Reinheimer, treas.; J. J. Mans, secy.

NEW CASTLE—Lawrence County Agricultural Society.

NEWPORT—Perry County Agricultural Society. Sept. 21 to 23. James B. Eby, secy.

ORWIGSBURG—Orwigsburg Agricultural Society. Sept. 6 to 9. Hon. John T. Shoener, pres.; H. S. Albright, treas.; A. E. Brown, secy.

OXFORD—Oxford Agricultural Society. June 8 to 10, Sept. 21 to 23. Wm. H. Hogg, Kirkwood, pres.; F. G. Andrews, treas.; H. C. Thomas, secy.

PARKER'S LANDING—Parker Agricultural Association.

PHILADELPHIA—Belmont Driving Club.

PITTSTON—Luzerne County Fair Association.

PORT ALLEGHENY—McKean County Fair. Aug. 30 to Sept. 2. E. P. Dalrymple, pres.; E. P. Dolley, treas.; J. B. Colcard, secy.

PORT ROYAL—Juniata County Fair. Sept. 14 to 16.

READING—Berks County Agricultural and Horticultural Society. Oct. 4 to 7. Cyrus T. Fox, secy.

STROUDSBURG—Monroe County Agricultural Society. Sept. 6 to 9. J. S. Williams, pres.; O. F. Phillips, treas.; T. C. Brown, secy.

STONEBORO—Mercer County Agricultural Society. Sept. 20 to 22. A. S. Reed, Grove City, pres.; Robt. P. Cann, treas.; Geo. H. Fowler, secy.

TARENTUM—Tarentum Fair Association. Aug. 30 to Sept. 2. J. C. Dunn, secy.

TOWANDA—Bradford County Agricultural Society. Sept. 27 to 30. E. J. Ayers, Macedonia, pres.; W. T. Norton, treas.; Benj. Kuykendall, jr., secy.

TROY—Troy Agricultural Society. Sept. 13 to 16. John E. Dobbins, pres.; E. Everett Van Dyrle, treas.; John A. Parsons, secy.

TUNKHANNOCK—County Fair. Sept. 13 to 16.

UNIONTOWN—Fayette Fair Association. Aug. 30 to Sept. 2. Wm. W. Parshall, secy.

WARREN—Warren County Fair Association. L. M. Hazeltine, pres.; L. K. Russell, treas.; Willis Cowan, secy.

WASHINGTON—Western Pennsylvania Fair Association. Sept. 20 to 23. W. A. Gabby, pres.; Jas. A. Forsythe, treas.; Julius Le Moyne, secy.

WATTSBURG—Wattsburg Agricultural Society. Sept. 6 to 9. W. H. Cornell, pres.; John Phelps, treas.; A. L. Phelps, secy.

WAYNESBURG—Waynesburg Fair Association.

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WESTFIELD—Cowanesque Valley Agricultural Society. Sept. 13 to 16. Dr. Jas. Masten, pres.; R. H. Buck, treas.; Chas. C. Williams, secy.

WILLIAMS GROVE—Grangers' Inter-State Picnic Exposition Association. Aug. 29 to Sept. 3. R. H. Thomas, Mechanicsburg, pres. and manager.

YORK—York County Agricultural Society.

YOUNGWOOD — Westmoreland Agricultural Society. Sept. 27 to 30. J. N. Allshouse, pres., Adamsburg; D. B. Fisher, treas., Goff; W. H. Holtzer, secy., Greensburg.

RHODE ISLAND.

CRANSTON—78th Annual Rhode Island State Fair.

KINGSTON—Washington County Agricultural Society. Sept. 13 to 16. Hon. R. Hazard, pres.; Jesse V. B. Watson, Wakefield, treas.; John A. Allen, Peace Dale, secy.

PROVIDENCE—State Fair Association. Sept. 5 to 9. F. E. Perkins, pres.; Earl H. Porter, treas.; Walter W. Dexter, secy.

RIVER POINT—Pawtuxet Valley Park Agricultural Association.

SOUTH CAROLINA.

CHARLESTON—Charleston Driving Association.

CHERAW—Cheraw County Agricultural Association. Nov. 23 to 25. R. C. Watson, pres.; J. F. McInlyse, treas.; T. S. Gregory, secy.

COLUMBIA—State Agricultural and Mechan. Society of South Carolina. Nov. 7 to 11. T. J. Cunningham, Chester, pres.; Geo. H. Huggins, treas.; Thos. H. Halloway, Pomaria, secy.

GEORGETOWN—Colored State Fair. R. B. Anderson, pres.

SOUTH DAKOTA.

STURGIS—Black Hills Exposition Co. John Scollard, pres.; Harry Bunting, treas.; Max Hoehn, secy.

YANKTON—South Yankton State Board of Agriculture Sept. 26 to 30. John Armstrong, pres.; J. E. Platt, treas.; Walter B. Dean, secy.

TENNESSEE.

ALEXANDRIA—Alexandria Fair. Sept. 22 to 24. J. W. Rutland, pres.; W. W. Neal, treas.; Rob Roy, secy.

BROWNSVILLE—Haywood County Fair Association. Oct. 11 to 13. W. R. Holbrook, secy.

DYERSBURG—Dyer County Fair Association. Oct. 11 to 15. T. C. Gordon, pres.; J. H. Dubose, secy.

JOHNSON CITY—Washington County Fair Association. Sept. 27 to 30. Dr. W. R. Price, pres.; John Sanders, treas.; T. J. Cox, secy.

KINGSTON—Roane County Fair and Stock Association. Sept. 27 to 29. W. T. Gallaher, Wheat, pres.; J. R. Cumbliss, secy. and treas.

KNOXVILLE—East Tennessee Fair Association. Aug. 23 to 26. J. W. Borches, pres.; Howard Karmes, treas.; H. N. Camp, secy.

LOUDON—Loudon County Fair Association.

MURFREESBORO—Rutherford County Fair Association. Sept. 15 to 17. W. R. Jarratt, Overall, pres.; J S. Gooch, Smyrna, treas.; S. S. Butler, Overall, secy.

ROCKWOOD—Rockwood Fair and Stock Association. Sept. 20 to 23. Capt. J. N. Baker, pres.; John F. McNutt, secy.

TEXAS.

BROWNWOOD—Brown County Stock Fair. Nov. 11 and 12. C. H. Woodard, pres.; Will H. Mayes, secy.

DALLAS—Texas State Fair and Dallas Exposition Association. Oct. 1 to 16. H. H. Gaston, pres.; J. B. Adone, treas.; Sydney Smith, secy.

DALLAS—Afro-American Fair. Oct. 1 to 16. Prof. N. W. Harllee, pres.

DENTON—Denton County Blooded Stock and Fair Association. Sept. 14 to 17. W. A. Miller, secy.

DICKINSON—Texas Coast Fair. Not decided. C. W. Wilkins, pres., Clear Creek; J. Lobib, treas., Galveston; D. B. Rogers, secy., Galveston.

GROESBECK—Limestone County Fair Association. Nov. 9 to 12. G. V. McClintic, pres.; M. H. Clark, treas.; S. D. Bugg, secy.

HILLSBORO—Hill County Fair Association. Sept. 27 to 29. W. A. Craig, pres.; Jas. P. Orr, treas. and secy.

HOUSTON—Afro-American Fair and Interstate Exposition. Sept. 1 to Nov. 30. Bishop A. Grant, pres.; F. I. Richardson, secy.

JACKSBORO—Jack County Fair Association. Sept. 26 to Oct. 1. W. R. Gleen, pres.; Sil Stark, treas.; H. A. Wills, secy.

PALESTINE—East Texas Fair and Driving Park Association. Nov. 16 to 19. J. W. Ozment, pres.; W. C. Gorman, treas.; Thos. Hall, Box 86, secy.

SAN ANTONIO—Guadalupe Valley Fair Association. Geo. C. Robinson, pres.; Geo. C. Vaughan, treas.; Chas. Real, secy.

TAYLOR—Taylor Fair Association, American Trotting Association. May 11 to 13. C. H. Booth, pres.; H. Bland, secy.

VICTORIA—Southern Texas Fair Association. Nov. 8 to 11 L. D. Heaton, pres.; Theo. Buhler, treas.; L. N. Hofer, secy.

VERMONT.

BARTON—Orleans County Fair Association. Sept. 6 to 8. H. H. Somers, Irasburg, pres.; O. D. Owen, treas.; C. A. Barrous, N. Troy, secy.

BRANDON—Brandon Fair Association.

BRATTLEBORO — Valley Fair Association. Sept. 28 and 29. G. W. Hood, pres.; J. J. Estey, treas.; L. L. Stickney, secy.

BURLINGTON—Champlain Valley Fair Association Sept. 6 to 9.

EAST CORINTH—Waits River Valley Agricultural Society. Aug. 24 to 26. J. R. McLain, pres., Topsham; D. S. Fulton, treas., Bradford; W. L. Crafts, secy., Oxford, N. H.

FAIR HAVEN—Western Vermont Agricultural Society.

LYNDONVILLE—Northern Caledonia Fair Association. Sept. 21 and 22. E. McGennis, secy.

MIDDLEBURY—Addison County Agricultural Association. Aug. 30 to Sept. 1. C. S. Dana, New Haven, Vt., secy.

MORRISVILLE—Fair. Sept. 7 to 9. G. W. Hender, pres.

NORTHFIELD—Dog River Valley Fair Association.

RUTLAND—Rutland County Fair. Sept. 13 to 15. C. M. Winslow, Brandon, pres.; Fred. A. Field, secy. and treas.

SHELDON JUNCTION—Franklin County Agricultural and Mechanics' Society. Not decided. C. W. Gates, pres., Franklin; Geo. P. Twigg, treas., St. Albans; C. A. Oliver, secy., N. Sheldon.

SOUTH RYEGATE—Ryegate & Wells River Valley Dairyman Association. Sept. 21-22. Y. D. Nelson, pres.; H. W. Hibbard, treas., South Ryegate; F. R. McColl, secy., South Ryegate.

SPRINGFIELD—Springfield County Fair. Sept. 13 and 14.

ST. ALBANS—Vermont Driving Park Association. Sept. 20 to 22.

ST. JOHNSBURG—Caledonia County Fair. Sept. 13 to 15. Dr. T. R. Stiles, pres.; Frank Brooks, treas.; F. S Harriman, secy.

TUNBRIDGE—Union Agricultural Society.

WATERBURY—Winooski Valley Agricultural Association. Sept. 13-15. G. E. Moody, pres.; Geo. W. Atkins, treas.; E. G. Hooker, secy.

WHITE RIVER JUNCTION—State Fair Association. Aug. 30 to Sept. 2. Geo. Aitkin, Woodstock, pres.; W. B. Hazen, treas.; G. W. Hoffman, secy

WOODSTOCK—Windsor County Agricultural Society.

WEST VIRGINIA.

CLARKSBURG—West Virginia Central Agricultural and Mechanical Association. Sept. 6 to 8. C. L Hickman, pres.; M. M. Thompson, secy.

MIDDLEBOURNE—Tyler County Exposition and Fair Association. Aug. 23 to 26. John W. Lazear, pres.; W. E. Kirchner, treas.; John Riggle, secy.

NEW MARTINSVILLE—Wetzel County Fair Association. Aug. 30 to Sept. 2. S. R. Martin, secy.

PENNSBORO—Ritchie County Agricultural and Fair Association. Sept. 13 to 16. L. P. Wilson, pres.; Dr. G. P. Sigler, treas.; Will A. Strickler, secy.

WALTON—Roane County Fair Association. Aug. 30 to Sept. 2. J. J. Riley, secy.

WHEELING—West Virginia Exposition and State Fair Association. Sept. 5 to 9. A. Reymann, pres.; Geo. Hook, treas.and secy.

VIRGINIA.

CAPE CHARLES—Chesapeake Agricultural Fair Association. Aug. 16 to 19. Dr. A. Brockenbrough, secy.

CLAREMONT—Temperpance, Industrial and Prospect Association. Sept. 27 to 29. Prof. J. J. Smallwood, Box 75, pres.; also, secy. and treas.

FREDERICKSBURG—R. V. A. & M. S. Sept. 27 to 29. T. McCracken, pres.; S. J. Quinn, secy. and treas.

LEESBURG—Loudoun County Live Stock Exposition Association. Aug. 23 to 25. Henry Harrison, pres.; W. S. Purcell, treas.; H. C. Sellman, secy.

NORFOLK—Virginia State Fair and Agricultural Association. Oct. 4 to 8. John Mariner, pres.; R. S. Cromwell, treas.; W. E. Dillon, secy

RICHMOND—Virginia State Agricultural and Mechanics' Society.

STAUNTON—Baldwin District Fair Association. G. Julian Pratt, Waynesboro, secy.

WINCHESTER—Shenandoah Valley Agricultural Society. Oct. 11 to 14. C. B. Rouse, 459 Broadway, New York City, pres.; P. C. Grone, treas.; E. G. Hollis, secy.

WASHINGTON.

COLFAS—Whitman County Fruit and Agricultural Association. Benj. Burgunder, pres.; A. J. Davis, treas.; Geo. H. Lennox, secy.

NORTH YAKIMA—Washington State Fair Association. Sept. 26 to Oct. 1. J. M. Baxter, pres.; Wm. Lee, sr., treas.; Dr. T. B. Gunn, secy

SOUTH BEND—Pacific County Fair Association. September. M. Monohon, pres.; F. A. Hazelton, treas.; T. S. Thorp, secy.

SPOKANE—Spokane Fruit Fair. Oct. 4 to 15. John A. Finch, pres.; Howell W. Peel, treas.; H. Bolster, secy. and manager.

TACOMA—F[illegible] County Agricultural and Industrial Association.

WISCONSIN.

AMHERST—Portage County Agricultural Society. Sept. 13 to 16. A. G. Cate, pres.; J. G. Webster, treas.; A. J. Smith, secy.

ANTIGO—Sept. 12 to 14. Kennedy Scott, Rio, secy.

APPLETON—Fox River Fair and Driving Asociation Aug. 30 to Sept. 2. H. Pierce, pres.; J. J. Sherman, treas.; W. F. Barteau, secy.

ARCADIA—Arcadia Agricultural and Driving Association. Aug. 23 to 26. N. Lehrbach, pres.; Emil Maurer, treas.; F. C. Richmond, secy.

ASHLAND—Sept. 7 to 9. R. L. Spencer, secy.

AUGUSTA—Sept. 6 to 9. Dell Allen, secy.

BARABOO—Sank County Agricultural Society. Sept. 27 to 30. John S. Hall, secy.

BEAVER DAM—Dodge County Fair Association. Sept. 27 to 30. E. E. Williams, pres., Danville; H. B. Drabe, treas.; C. W. Harvey, secy.

BLACK RIVER FALLS—Jackson County Agricultural Society. Sept. 13 to 16. J. A. Bailey, pres.; S. N. Sanedahl, treas.; E. L. Ormsby, secy.

BLOOMINGTON—Sept. 7 to 9.

BOSCOBEL—25th Annual Fair. Sept. 21 to 23. Lou B. Ruka, pres.; F. B. Sarbo, treas.; F. C. Muffley, secy.

CHETEK—Barron County Agricultural Society. Sept. 6 to 8. W. W. Flinn, pres.; W. A. Kent, treas., Cameron; Jos. E. Cartwright, secy.

CHIPPEWA FALLS—Northern Wisconsin State Fair. Sept. 13 to 16. Jas. H. Agen, pres., W. Superior; W. W. Flinn, treas., Chetek; M. S. Bailey, secy.

CHILTON—Eastern Wisconsin Fair. Sept. 12 to 14.

CRANDON—Sept. 13 to 15. Samuel Shaw, secy.

CUMBERLAND—Sept. 14 to 16. H. S. Comstock, secy.

DARLINGTON—LaFayette County Agricultural Society. Aug. 23 to 26. Geo. F. West, pres.; H. M. Michaelson, treas.; W. E. Collais, secy.

DODGEVILLE—Aug. 8 to 13. R. H. Jones, secy.

DURAND—Pepin County Agricultural Society. Sept. 28 to 30. W. H. Huntington, pres.; W. B. Smith, treas.; W. E. Plummer, secy.

ELKHORN—Walworth County Agricultural Society. Sept. 27 to 30. J. B. Johnson, pres.; Geo. L. Harrington, secy.

ELLSWORTH—Oct. 4 to 6. E. S. Doolittle, secy.

FOND DU LAC—Guy Park Fair Association. Sept. 6 to 9. Dr. T. F. Meyheim, pres., C. L. Hawk treas.; H. D. Markle, secy.

GALESVILLE—Trempealeau County Agricultural Society. Aug. 16 to 19. S. E. Houghton, pres.; J. A. Keilman, treas.; Bert A. Gipple, secy.

HORTONVILLE—Outagamie County Fair. Sept. 21 to 23. Dr. John Dey, pres.

HUDSON—Sept. 21 to 23. R. R. Young, secy.

JEFFERSON—Oct. 4 to 7. J. L. Kearney, secy.

KEWAUNEE—Sept. 14 to 17. Jas. Murphy, Carlton, secy.

LA CROSSE—Inter-State Fair. Aug. 29 to Sept. 3. John Dengler, pres.; T. H. Spence, treas.; C S. VanAuken, secy.

LANCASTER—Grant County Agricultural Society. Sept. 14 to 16. Delor Abrams, pres.; R. Meyer, Jr., treas.; T. A. Burr, secy.

FENNIMORE—Fennimore Fair. Aug. 31 to Sept. 2. Wm. Rogers, pres.

LODI—Lodi Union Agricultural Society. Sept. 20 to 22. Robt. Steel, pres.; A. R. Reynolds, treas.; A. H. Hinds, secy.

MADISON—Sept. 19 to 23.

MANITOWOC—Industrial Associat'n of Manitowoc County. Sept. 6 to 9. Chris. Muth, pres.; Chas. Fechter, treas.; Dr. E. R. Flach, secy.

MAUSTON—Juneau County Agricultural Society. Aug. 29 to Sept. 1. S. A. Plommer, pres.; F. A. Adler, treas.; J. C. Baldwin, secy.

MEDOVI—Sept. 7 to 9. Harvey Brown, Modena, secy

MENOMINEE — Dunn County Agricultural Society. Sept. 19 to 22. F. A. Vasey, pres.; J. B. Chickering, treas.; Geo. Gallaway, secy.

MERRILL—Sept 5 to 7. J. W. Bruce, secy.

MILWAUKEE—Wisconsin State Board of Agriculture. Sept. 19 to 23. J. M. True, Baraboo, pres.; S. A. Peterson, treas.; M. R. Doyon, Madison, secy.

MINERAL POINT—Southwestern Wisconsin Fair. Aug. 16 to 19. G. G. Cox, pres.; Philip Allen, treas.; W. H. Bennett, secy.

MONROE—Green County Agricultural Society and Mechanics' Institute. Aug. 31 to Sept. 3. R. A. Etter, pres.; Andrew Lewis, treas.; Frank Smock, secy.

NEILLSVILLE—Clark County Agricultural Society. Sept. 13 to 15. M. C. Ring, pres.; Jas. Redman, treas.; H. H. Heath, secy.

NEW LONDON—Eighth Annual Fair and Race Meeting. Sept. 20 to 23. Aug. Roloff, pres.; E. H. Ranim, treas.; Henry Cannon, secy.

NEW RICHMOND—New Richmond Park Association. Sept. 28 to 30. O. J. Williams, pres.; J. N. McCoy, treas.; J. A. Hughes, secy.

PHILLIPS—Price County Agricultural Society. Sept 15 to 17. F. W. Sackett, pres.; Miss Clara Jackson, treas.; Fred. W. Ruff, secy.

PLYMOUTH—Sheboygan County Agricultural Society. Sept. 15 to 17. Henry Wheeler, sr., pres.; E. A. Dow, treas.; Otto Gaffron, secy.

PORTAGE—Columbia County Agricultural Society. Sept. 12 to 15. Geo. Bain, pres.; J. M Bushnell, treas.; Kennedy Scott, Rio, secy.

RHINELANDER—Oneida County Agricultural Society. Sept. 15 to 17. J. C. Cunan, pres.; B. R. Lewis, treas.; A. M. Rogers, secy.

RICHLAND CENTER—September.

SENECA—Sept. 21 to 23. G. B. Mitchell, Gay's Mills, secy.

SEYMOUR—Seymour Fair and Driving Park Association. Sept. 29 to Oct. 1. Peter Tubbs, pres.; Wm. Michelstetter, treas.; H. J Van Vuren, secy.

SHAWANO—Shawano County Agricultural Society. Sept. 26 to 28. H. R. McComb, pres.; Gus. A. Kiebesadel, treas.; Louis C. Bold, secy.

SPARTA—Sparta Driving and Agricultural Association. Aug. 23 to 26. S. W. Swarthout, pres.; J. P. Reeve, secy. and treas.

ST. CROIX FALLS—Polk County Fair Association. Sept. 21 to 23. Thos. H. Thompson, pres.; H. D. Baker, treas.; Geo. H. Ely, secy.

TOMAH—Eastern Monroe Agricultural Society. Sept 6 to 8. H. J. Skinner, secy.

TOMAH—W. H. Hineman, pres.; W.W. Warren, treas.

VIROQUA—Vernon County Agricultural Association. Sept. 13 to 16. D. O. Mahoney, pres.; J. W. Mills, treas.; F. N. Alexander, secy.

WANSAN—Marathon County Agricultural Society. Sept. 8 to 10. John Kiefer, pres.; 12 to 14. Geo. D. Breed, secy.

WANTOMA—Waushara County Agricultural Society. Gilbert Tennant, pres.; J. W. Jeffert, treas.; W. H. Berry, secy.

WHITEHALL—Trempeleau County Agricultural, Industrial and Driving Park Association. Aug. 30 to Sept. 2. H. H. Scott, secy.

WAUKESHA—Waukesha County Agricultural Society. Aug. 23 to 26. Eph. Beaumont, Hartland, pres.; W.H. Smith, treas.; Frank W Harland secy.

WEST BEND—Oct. 4 to 6. Jos. Ott, secy.

WEST SALEM—LaCross County Agricultural Society. Sept. 20 to 22. Jesse J. Johnson, pres.; C. H. Hawkins, LaCrosse, treas.; F. H. A. Nye, secy.

WEST SUPERIOR—Douglas County Agricultural Society. Sept. 27 to 30. Jas. H. Agen, pres.; Harry Rogers, treas.; Fred M. Williams, secy.

WEYAUWEGA—Weyauwega County Agricultural Society. Sept. 27 to 30. W. W. Crane, pres.; D. Waflee, treas.; A. L. Hutchinsin, secy.

CANADA.

ALMONTE—North Lanark Agricultural Society. Sept. 27 to 29. Dr. Lynch, pres.; Jas. Robertson, treas.; W.P. McEwen, secy.

ARGYLE—Sept. 30.

BEAUTIFUL PLAINS, (Neepawa)—Oct. 11 and 12.

BELLEVILLE—Bay of Quinte District Fair. Sept. 14 and 15. Col. W. N. Ponton, pres.; J. M. Hurley, mgr. and secy.

BOWMANVILLE—West Durham Agricultural Society. Sept. 15 and 16. John Davey, Leskard, pres., Ontario; W. F. Allen, treas.; M. A. James, secy.

BRANDON—July 19 to 22.

BRANTFORD, ONT. — Brantford Southern Fair. Sept 17 to 22. C. W. Yapp, pres.; Geo. HHakely, secy. and treas.

BROKENHEAD, (Meadow Lea)—Sept. 26 and 27.

CARBERRY—July 21 to 23.

CAYUGA—Haldinand County Fair. Sept. 27 and 28. M. McConnell, pres.; J. W. Sheppard, secy.; W. McClung, treas.

CHATHAM—West Kent Agricultural Society. Sept. 27 to 29. M. J. Wilson, pres.; R. G. Fleming, treas.; Henry Robinson, secy.

CLINTON, ONT.—Agricultural Society. Sept. 20 and 21. Wm. Coates, secy.

COLLINGWOOD—Great Northern Exhibition. Sept. 20 to 23. Thos. Robinson, Jr., pres.; W. J. Frame, treas.; J. W. Archer, secy.

CRYSTAL CITY—Oct. 1.

CYPRESS RIVER—July 27 to 28.

DAUPHIN—Oct. 5.

DUFFERIN, (Carman)—Oct. 6 and 7.

DRUMBO—Blenheim Agricultural Society. Sept. 27 and 28. H. Davidson, pres.; T. S. Telfer, secy.-treas.

ELKHORN—Oct. 2 to 8.

FERGUS, ONT.—Centre Wellington Agricultural Society. Sept. 22 and 23. J. J. Craig, secy.

FLESHERTON—East Riding of County of Grey. Sept. 22 and 23. Thos. Kells, Vandeleur, pres.; R. J. Sproule, secy.and treas.

GILBERT PLAINS—Oct. 1.

GLENWOOD, (Souris)—Oct. 12 and 13.

GODERICH, ONT.—Great Northwestern Exhibition. Sept. 27 to 29. W. F. Clark, pres.; H. L. Watson, treas.; Jas. Mitchell, secy.

HALIFAX, N. S.—Novia Scotia Provincial Exhibition Commission. Sept. 22 to 29. Hon. J. W. Lawley, pres.; D. R. Clarke, Esq., treas.; J. E Wood, secy.

KEMPTVILLE, ONT.—Oxford Township Agricultural Society. Sept. 29 and 30. John R. Rutherford, pres.; August Buchanan, secy. and treas.

LACHUTE, QUE.—Annual County Fair. Sept. 28 and 29. G. J. Walker, secy.

LINDSAY—Central Fair of Lindsay. Sept. 22 to 24. Johnston Ellis, pres.; Jas. Kerth, secy. and treas.

LONDON, ONT.—The Western Fair Association. Sept. 8 to 17. Col. Wm. Gartshore, pres.; D. Mackenzie, treas.; Thos.A. Brown, secy.

LORNE, (Somerset)—Sept. 29.

KILDONAN—Oct. 4 and 5.

MANITOU—July 21 to 22.

MARKHAM, ONT.—East Riding of York and Markham Agricultural Society. Oct. 5 to 7. G. R. Vanzant, pres.; W. H. Hall, secy. and treas.

MILVERTON—Mornington Agricultural Society. Sept. 29 and 30. Wm. Connell, pres.; W. R. Loth, treas.; W. M. Appel, secy.

MINNEDORA, MAN.—Minnedora Electoral Division Agricultural Society. Oct. 6. T. A. Cuddy, secy.-treas.

MORRISBURG, ONT.—Dundas County Fair. Sept. 6 to 8. Thos. Morehouse, pres.; Geo. F. Bradfield, secy. and treas.

MORDEN — Morden Agricultural Society. Sept. 29 and 30. F. J. Hutchison, pres.; John Gilchrist, secy.

NEW WESTMINSTER, B. C.—Provincial and International Exposition of the Royal Agricultural and Industrial Society of British Columbia. Oct. 5 to 13.

NEEPAWA, MAN.—Beautiful Plains Agricultural Society. Oct. 11 and 12. G. S. McGregor, pres.; J. Wemyss, secy.-treas.

NORFOLK, (Austin)—Oct. 5.

OTTAWA, ONT.—Central Canada Exposition Association. Sept. 16 to 24. Wm. Hutchinson, M. P., pres.; T. Cameron Bate, treas.; E. McMahon, secy.

OTTERVILLE—South Oxford and South Norwich Exhibition. Oct. 7 and 8. Alex. McFarlane, secy.

OWEN SOUND, ONT.—Owen Sound Fair. Sept. 20 to 22. A. G. MacKay, secy.

PARIS—North Brant Agricultural Society. Oct. 4 and 5. H. C. O'Neall, secy.

PETERSBOROUGH, ONT. — Petersborough Central Exposition. Sept. 29 to Oct. 1. Geo. W. Fitzgerald, pres.; W. J. Green, secy. and treas., Box 181.

PICTON, ONT.—Prince Edward County Agricultural Society. Sept. 28 and 29. G. H. Bolton, pres.; Thos. Bog, secy. and treas.

PILOT MOUND—Exhibition. Oct. 4. and 5. T. Steadman, secy.-treas.

PORTAGE LA PRAIRIE—July 18 to 20.

PRESCOTT—South Greenville Agricultural Society. Sept. 20 to 24. John Jackson, pres., Cardinal, Ont.; T. R. Melville, secy.

RAPID CITY—Oct. 7.

RENFREW—South Renfrew Agricultural Society. Sept. 15 and 16. Jas. Carswell, pres.; Robt. M. Laren, secy. and treas.

RICHMOND, ONT.—The County Carleton Agricultural Society. Sept. 13 to 15. John Craig, North Gower, pres.; Wm. McElroy, secy.

ROCK ISLAND, QUE.—Aug. 24 and 25. E. P. Ball, secy.

ROCKWOOD—Rockwood Fair. Oct. 11 and 12.

SAULT STE. MARIE, ONT.—Annual Sale Exhibition. Oct. 4 and 5. Wm. Brown, secy.

SELKIRK—St. Andrews Agricultural Society. Oct. 5 and 6. Geo. Kingsley, pres.; F. R. Glenwood, secy.-treas.

SHERBROOKE, QUE.—Eastern Township Agricultural Association. Sept. 5 to 10. Hon. John McIntosh, pres.; H. R. Frazer, secy.
SIMCOE, ONT.—Norfolk Union Fair. Oct. 11 to 13. D. B. Palmerton, pres.; J. Thos. Murphy, secy. and treas.
SOREL P. Q.-Agricultural and Athletic Association of Sorel. J. F. F. Boulais, secy.
SPRINGFIELD, (Dugald)—Sept. 28 and 29.
STANSTED, QUE.—Stansted Live Stock Association, Limited. Aug. 24 to 26. Geo. Davidson, pres., Fairfax, Que.; A. W. Thompson, treas.; Stansted, Que.; E. P. Ball, secy., Rock Island, Que.
STAYNER, ONT.—Stayner Industrial Association. Oct. 3 to 5. W. B. Sanders, pres.; J. Wilcox, treas.; Archie Hill, secy.
ST. ANDREWS, (Selkirk)—Oct. 5 and 6.
ST. JOHNS, N. B.—Agricultural Society of City and County of St.John. Jas. H. Frink, secy.
THREE RIVERS, QUE.—Three Rivers District Agricultural Association. Aug. 29 to Sept. 2. P. E. Panneton, pres.; Christopher Hebert, secy.
TILSONBURG, ONT.—Oct. 4 to 5. D. T. Smith, pres.; Thos. Brown, secy.
TORONTO, ONT.—Canada's Great Exposition and Industrial Fair. Aug. 29 to Sept. 10. J. J. Withrow, pres.; J. P. Edwards, treas.; H. J. Hill, secy.
TURTLE MOUNTAIN, (Boissevain)—Oct. 13 and 14.
VIRDEN—Dennis County Fair. Oct. 11 and 12. A. G. McDougall, secy.-treas.
WELLESLEY—Wellesley and North Easthope Agricultural Society. Sept. 13 and 14. A. M. Fisher, pres.; Geo. Bellinger, secy. and treas.
WINCHESTER, ONT.—Township of Winchester Agricultural Society. Sept. 13 and 14. Thos. Irving, pres.; S. S. Reveler, secy. and treas.
WINNIPEG, MAN.—Winnipeg Industrial Exposition Association. July 11 to 16. Geo. J. Waukon, pres.; F. W. Henbach, secy. and treas.
WINNIPEG, MAN.—Kildonan and St. Paul's Agricultural Society Exposition. Oct. 4 and 5. J. W. McIvor, secy.-treas., box 1372.
WOODBRIDGE, ONT.—Woodbridge Fair. Oct. 18 and 19. Thos. F. Wallace, secy.
WOODLANDS—Sept. 28.
WOODSTOCK—North Riding of Oxford, Blandford and East Oxford Agricultural Society Oct. 3 to 5. A. R. Patullo, pres.;
WOODSTOCK—R. G. Sawtell, secy.

Poultry Shows.

AURORA, O.—Hamilton County Poultry Show. Dec. 15 to 17.
AUSTIN, TEX.—Austin Poultry and Pet Stock Association. Wm. H. Salge, secy. Jan. 10 to 13, 1899.
BELLEFONTAINE, O.—Poultry Show. Robt. Roberts, secy. Dec. 19 to 24.
BENNINGTON, KAS.—Ottawa County Poultry Association. Mrs. D. Collister, secy. Nov. 28 to 30.
BELOIT, KAS.—Mitchell County Poultry Association. A. Whitney, secy. Dec. 6 to 10.
BIRMINGHAM, ALA.—Dec. 1898. J. H. McCaffrey, pres.
BLOOMINGBURG, O.—Bloomingburg Poultry Association. Earl Shaw, secy. Dec. 12 to 17.
BLOOMINGTON, ILL.—Bloomington Poultry Association. J. E. White, secy. Dec. 26 to 30.
BLUFFTON, O.—Consolidated Poultry and Pet Stock Association. D. J. Kohle, secy. Dec. 28 to Jan. 3.
BOONVILLE, IND.—Southwestern Indiana Poultry Club. W. J. Hargrave, secy. Jan. 4 to 7, 1899.
BOSTON, MASS.—Boston Poultry Association. Arthur R. Sharp, secy., Taunton, Mass. Jan. 19 to 23, 1899.
BROCKTON, MASS.—Brockton Poultry Association. W. H. Adams, secy. Nov. 30 to Dec. 3.
BUNKER HILL, IND.—Bunker Hill Poultry Association. S. M. Newby, secy. Dec. 7 to 10.
BUFFALO, N. Y.—Buffalo Poultry Association. Jan. 2 to 7, 1899. E. C. Pease, secy.
CANTON, O.—Canton Poultry and Pigeon Association. J. H. Leeton, secy. Jan. 3 to 6, 1899.
CAINESVILLE, MO.—Cainesville Poultry Association. Mrs. R. O. Woodward, secy. Nov. 14 to 16.
CARO, MICH.—Dec. 21 to 27. F. H. Watson, secy.
CAREY, O.—Carey Fancy Breeders' Club. W. S. Payne, secy. Jan. 16 to 20, 1899.
CEDAR FALLS, IA.—Cedar Falls Poultry Association. H. W. Conrad, secy. Dec. 15 to 17.
CEDAR RAPIDS, IA.—Western Poultry Fanciers' Association. C. H. Playter, secy. Jan. 16 to 21, 1899.
CHICAGO, ILL.—Illinois State Poultry Association and National Fanciers' Association. Jan. 9 to 14, 1899.
CLEVELAND, O.—Northern Ohio Poultry and Pet Stock Association. L. R. Hunt, secy. Dec. 7 to 15.
CLINTON, MASS.—Clinton Poultry Association. E. J. Harris, secy. Dec. 13 to 16.
COLORADO SPRINGS, COL.—Pike's Peak Poultry Association. Ed. D. Freck, secy. Dec. 28 to 31.
COLUMBUS, O.—Poultry and Pet Stock Show. J. C. Rowe, secy. Feb., 1899.
COTTONWOOD FALLS, KAS.—Chase County P. Association. C. M. Rose, secy. Dec. 27 to Jan. 1.
CRESTLINE, O.—Crestline Fanciers' Association. Nov. 15 to 19.
DALLAS, TEX.—Texas State Fair Association. Sydney Smith, secy. Oct. 1 to 16.
DENVER, COL.—Colorado State Poultry Association. Chas. A. Watson, secy. Jan. 16 to 21, 1899.
DETROIT, MICH.—Michigan State Poultry and Pigeon Association. F. W. McKenzie, secy., Concord, Mich. Jan. 4 to 10, 1899.
DIXON, ILL.—Dixon Poultry Association. H. V. Bardwell, secy. Dec. 6 to 10.
DOWAGIAC, MICH.—Cass County Poultry, Pigeon & Pet Stock Association. E. E. Allger, secy. Dec. 13 to 16.

ELDORADO, KAS.—Butler County Poultry Association. C. H. Pattison, secy. Dec. 20 to 23.
ELMIRA, N. Y.—Elmira Poultry Association. E. W. Andrews, secy. Jan. 17 to 21, 1899.
ERIE, ILL.—Whiteside County Poultry Association. C. W. McCall, secy. Dec. 19 to 24.
ESSEX, MASS.—Esesex County Poultry Association. A. W. Tyler, secy. Jan. 3 to 6, 1899.
FALL RIVER, MASS.—Poultry Show. John Crowther, secy. Dec. 7 to 10.
FITCHBURG, MSAS.—Fitchburg Poultry and Pet Stock Association. Edw. B. Curtis, secy. Dec. 19 to 24.
FORT PLAIN, N. Y.—Mohawk Valley Poultry and Pet Stock Association. Dec. 11 to 14. J. H. Fuller, secy.
GRAND RIDGE, ILL.—Grand Ridge Poultry Association. T.E. McMullan, secy. Jan. 3 to 6.
GREELEY, COL.—Poudre Valley Poultry Association. C. R. Beckley, secy. Dec. 26 to 29.
GREENFIELD, IND.—Hancock County Fair. Chas. Downing, secy.
HAGERSTOWN, MD.—Oct. 18 to 21. John L. Cost, supt.
HAMPTON, IA.—Northern Iowa Poultry Association. C. W. Brotherton, secy. Nov. 23 to 26.
HARTFORD, CONN.—Poultry Show. F. M. Merritt, secy. Dec. 5 to 10.
HAVERHILL, MASS.—Merrimac Valley Poultry Association. Geo. G. Greenman, secy. Dec. 22 to 30.
HENRY, ILL.—Illinois Valley Poultry Association. R. Freece Burt, secy. Jan. 31 to Feb. 3.
HUTCHISON, KAN.—Hutchison Poultry Association. Geo. C. Reitz, secy. Dec. 20 to 24.
HOOPESTON, ILL.—Hoopeston Poultry Association. F. H. Ayres, secy. Dec. 12 to 17.
INDIANAPOLIS, IND.—State Poultry Association. Thos. W. Pottage, secy. Jan. 9 to 14, 1899.
INDEPENDENCE, MO.—Independence Poultry Association. Wm. Bostain, secy. Nov. 30 to Dec. 3.
JACKSONVILLE, ILL.—Central Illinois Poultry Association. Chas. Reynolds, secy. Dec. 19 to 24.
JOHNSTOWN, N. Y.—Adirondack Poultry and Pet Stock Club. Nov. 23 to 26. H. J. Quilhot, secy.
KINGFISHER, OKLAHOMA—Central Oklahoma Poultry Association. H. F. Stephenson, secy. Jan. 16 to 21.
KINGSTON, MO.—Northwest Missouri Poultry Association. R. V. Glenn, secy. Nov. 24 to 26.
KEOTA, IA.—Keota Fanciers' Association. W. S. Gregory, secy. Nov. 16 to 18.
LINCOLN, ILL.—Logan County Poultry and Pet Stock Association. Jan. 10 to 13, 1899. F. A. Hickman, secy.
LA PLATA, MO.—Northern Missouri Poultry Association. E. M. Durham, secy. Nov. 29 to Dec. 2.
LE MARS, IA.—Plymouth County Poultry and Pet Stock Association. G. A. C. Clark, secy. Jan. 24 to 27, 1899.
LOGANSPORT, IND.—North Central Indiana P. Association. Sol. D. Brant, secy. Jan. 18 to 25.
LOUISVILLE, KY.—Kentucky State Poultry Association. W. J. Druien, secy. Jan. 16 to 21, 1899.
LOUISVILLE, KY.—Poultry Show. W. H. Adams, secy. Nov. 30 to Dec. 3.
MACOMB, ILL.—McDonough County Poultry Association. Chas. W. Griffin, secy. Dec. 12 to 17.
MANHATTAN, KAS.—Manhattan Poultry Association. S. J. Norton, secy. Dec. 1 to 3.
McCOOK, NEB.—McCook Poultry Association. J. S. Le Hew, secy. Feb. 6 to 9, 1899.
MEMPHIS, TENN.—Mississippi Valley Poultry Association. Jan. 3 to 7, 1899. C. R. Barr, 194 2d st., secy.
MEXICO, MO.—Missouri S. P. Association. Emma T. Foster, Borland, Mo., secy. Dec. 13 to 17.
MIAMISBURG, O.—Nov. 29 to Dec. 5. Anthony Herzog.
MILFORD, MASS.—Norfolk County Poultry Association. W. A. Pyne, secy. Dec. 13 to 16.
MILFORD, N. H.—Milford Poultry and Pet Stock Association. E. B. Burns, secy. Jan. 10 to 13, 1899.
MT. GRETNA, N. Y.—Farmers' Exposition and Poultry Show. Aug. 15 to 20.
MT. GRETNA, PA.—Poultry Show. M. B. Blanch, Lebanon, Pa., secy.
MONTGOMERY CITY, MO.—Montgomery City Poultry Association. Miss Lou Barker, secy. Nov. 17 to 19.
NASHVILLE, TENN.—Nashville Poultry Association. J. M. Hopkins, secy. Jan. 10 to 14.
NEW ALBANY, IND.—Southern Indiana Poultry Association. Frank Heck, secy. Jan. 2 to 7.
NEWBURG, N. Y.—Wallkill Valey Poultry, Pigeon and Pet Stock Association. W. O. Minturn, secy., Warwick, N. Y. Jan. 17 to 19, 1899.
NEW HAVEN, CONN.—New Haven Poultry Association. M. S. Kirkwood, secy. Dec. 28 to 31.
NEW LONDON, CONN.—Eastern Connecticut Poultry Association. C. B. Smith, secy. Dec. 14 to 17.
NEW ORLEANS, LA.—Louisiana P. P. S. Association. Geo. A. Eyrich, box 714, sta. C., New Orleans, La., secy. Feb. 11 to 15, 1899.
NEW YORK, N. Y.—New York Poultry and Pigeon Association. H. V. Crawford, secy., Montclair, N. Y. Jan. 31, Feb. 4, 1899.
NORTH MANCHESTER, IND.—North Manchester Poultry Association. Jan. 8 to 14.
NORTH YAKIMA, WASH.—Poultry Show. Harry H. Collier, secy. Sept. 26 to Oct. 1.
OAKLAND, CAL.—Oakland Poultry Association. F. A. Boswell, secy., Lorin, Cal. Dec. 5 to 10.
OKLAHOMA CITY, O. T.—Oklahoma State Poultry Association. Jan. 2 to 6, 1899. L. F. Laverty, secy., Guthrie, O. T.
OMAHA, NEB.—Nebraska Poultry Association. E. A. Pegler, secy., Lincoln, Neb. Sept. 19 to Oct. 1.

OSKALOOSA, IA.—Iowa State Poultry Association. C. C. Harris, secy. Jan. 2 to 7, 1899.
PALMYRA, ILL.—Palmyra P. Club. S. A. Rigg, secy. Dec. 20 to 24.
PAXTON, ILL.—Central Eastern Illinois Poultry Association. E. B. Pitney, secy. Nov. 29 to Dec. 2.
PEORIA, ILL.—Peoria Feathered Stock Association. V. Dewein, secy. Dec. 28 to Jan. 2.
PORTLAND, MICH.—Portland P. & P. S. Association. J. C. Hathaway, secy. Nov. 29 to Dec. 2. Dec. 5 to 10.
PRINCETON, ILL.—Northern Central Illinois Poultry Association. Dec. 12 to 16. S. S. Smith, secy.
PROPHETSTOWN, ILL.—Rock River Poultry Association. D. L. Woodard, secy. Dec. 6 to 10.
PROVIDENCE, R. I.—Rhode Island Poultry Association. H. S. Babcock, secy. Dec. 14 to 17.
RIVER POINT, R. I.—Rhode Island Poultry Association. H. S. Babcock, secy. Dec. 14 to 17.
ROCKINGHAM, VT.—Connecticut River Valley Poultry Association. Nat. L. Di.a.l, secy. Dec. 20 to 22.
ROACHDALE, IND.—Indiana Fanciers' Association. D. H. Harshberger, secy. Dec. 20 to 24.
ROCKFORD, ILL.—Northern Illinois Poultry Association. H. S. Crandall, secy. Dec. 26 to 31.
SEDGEWICK, KAS.—Harvey County P. Association. W. M. Congdon, secy. Dec. 5 to 10.
SIBLEY, ILL.—Sibley Poultry Association. W. B. Harvey, secy. Jan. 4 to 9, 1899.
SOUTH BEND, IND.—South Bend Poultry and Pigeon Association. Fred F. Willis, secy. Dec. 19 to 24.
SOUTH FRAMINGHAM, MASS.—Middlesex Poultry Fanciers' Association. C. H. B. Chapin, secy. Dec. 6 to 9.
SPOKANE, WASH.—Spokane Poultry Association. John L. Mercer, secy. Jan. 24 to 28, 1899.
SPRINGFIELD, O.—Springfield Fanciers' Association. W. H. Holmes, secy. Dec. 26 to 31.
ST. LOUIS, MO.—Poultry Show. Henry Steinmesch, pres. Dec. 12 to 17.
SUNBURY, O.—Delaware Country Poultry Association. A. R. Letts, secy. Dec. 6 to 9.
SYCAMORE, OHIO—Sycamore Poultry Association. Dec. 14 to 17. Earl R. Williams, secy.
TACOMA, WASH.—State Fair Poultry Show. Harry H. Collier, secy.
THORNTON, IND.—Indiana Central Poultry Association. W. W. Haller, secy. Dec. 19 to 24.
TOLEDO, O.—Toledo Fanciers' Association. F. C. Shepherd, secy. Dec. 15 to 21.
TOPEKA, KAS.—Kansas State Poultry Association. J. W. F. Hughes, secy. Jan. 9 to 14.
TORONTO, ONT. CAN.—Poultry Show. Jan. 9 to 15, 1899.
TROY, N. Y.—Hudson Valley Poultry, Pigeon and Pet Stock Association. Dec. 6 to 9. W. T. Lord, secy.
UTICA, N. Y.—Poultry Association. W. J. B. Williams, secy. Holland Patent, N. Y. Jan. 25 to 31.
VILLISCA, IA.—Nodawey Poultry Association. J. Ewise, secy. Nov. 21 to 23.
WASHINGTON COURT HOUSE, O.—Southern Ohio P. Association. W. R. Dalby, secy. Feb. 7 to 11, 1899.
WASHINGTON, D. C.—National Poultry and Pigeon Association. Geo. E. Howard, secy. Jan. 10 to 14, 1899.
WENONA, ILL.—Wenona Poultry Association. L. D. Brown, secy. Dec. 5 to 8.
WEST CHESTER, PA.—West Chester Poultry and Pigeon Association. E. S. Hickman, secy., Cheyney, Pa. Dec. 14 to 17.
WEST LIBERTY, IA.—West Liberty Poultry Association. A. H. Floyd, secy. Dec. 12 to 15.
WICHITA, KAS.—Arkansas Valley Poultry Association. Mrs. H. P. Swerdfeger, secy. Dec. 13 to 19.
WINONA, MINN.—Winona Poultry Association. Henry Hess, secy. Jan. 24 to 25, 1899.
WORCESTER, MASS.—Central Massachusetts Poultry Club. C. A. Ballou, secy. Jan. 5 to 8, 1899.
XENIA, O.—Southwestern Ohio Poultry and Pigeon Association. A. G. Spahr, secy. Dec. 20 to 24.
YOUNGSTOWN, O.—Youngstown Poultry, Pigeon and Pet Stock Association. E. N. Sinon, secy. Dec. 20 to 24.

Expositions.

CLINTON, ONT. CANADA—Horticultural Society Exhibition. Aug. 30 to Sept. 2.
DALLAS, TEX.—Dallas Exposition Association. Sydney Smith, secy. Oct. 1 to 16.
HALIFAX, N. S.—Provincial Exposition. Sept. 23 to 29.
LONDON, ENG.—Earl's Court. Imre Kiralfy's Universal Exhibition. May to October, 1898.
MILWAUKEE, WIS.—Industrial Exposition. Sept. 10 to Oct. 5.
MINNEAPOLIS, MINN.—Northwestern Manufacturing Association. July 13 to 27.

MT. GRETNA, O.—Mt. Gretna Agricultural, Mechanical and Industrial Exposition. W. T. Carrison, Columbus, O., secy. Aug. 15 to 19.
NIAGARA FALLS, N. Y.—Pan-American Exposition, 1899. R. C. Hill, secy.
OAKLAND, CAL.—J. W. Nelson, pres.; Geo. Rolth, secy.; Union National Bank, treas.
OMAHA, NEB.—Trans-Mississippi and International Exposition, June 1-Nov. 30, 1898.
PETERBORG, CANADA—Peterborg Central Exhibition. W. J. Green, Box 181, secy. Sept. 29 to Oct. 1.
PHILADELPHIA, PA.—Exposition of American Manufacturers', 1899. Dr. Wm. Pepper, chairman.
PITTSBURG, PA.—Exposition, Sept. 7 to Oct. 22.
PORTLAND, ORE.—Exposition of 1898.
QUEBEC, CAN.—Quebec Exposition Co. Sept. 12 to 21.
SAN FRANCISCO, CAL.—Irish Fair. Aug. 20, three weeks. L. W. Budley, mgr.
SAN FRANCISCO, CAL.—Semi-Centennial Exposition. Winter, 1901.
ST. LOUIS, MO.—Exposition, 1898.
SHERBROOKE, P. QUE., CAN.—Eastern Exhibition. Sept. 5 to 10.
ST. JOHNS, N. B.—New Brunswick Exposition Co. Sept. 23 to 29.
TORONTO, ONT., CANADA—Industrial Exposition. W. P. Fraser, secy. Sept. 5 to 8.
TULLAHOMA, TENN.—Tobacco and Grain Exposition. December.
WINSTON, N. C.—Tobacco Exhibition. November, first week.

Horse Shows.

BROOKLYN, N. Y.—Horse Show. Brooklyn Riding and Driving Club. J. H. Walbridge.
KANSAS CITY, MO.—Sept. 17 to 21.
MANASSAS, VA.—Manassas Horse Show Association. Aug. 30 and 31.
NEWPORT, R. I.—Newport Casino Horse Show. Aug. 29, Sept. 3.
NEW YORK CITY—National Horse Show Association, Madison Square Garden. November.
TERRY, N. Y.—Hoosick Falls Driving Park Association. Aug. 23 to 25.

Food Shows.

PHILADELPHIA, PA.—Food Exposition. Armory of Second Regiment. Wm. Smedley, secy. 148 Tenth st. Nov. 7 to 26.

Dog Shows.

COLUMBUS, O.—Columbus Dog Fanciers' Club.
DALLAS, TEX.—Bench Show. Texas State Fair Association. Sydney Smith, secy. Oct. 1 to 16.
TORONTO, ONT., CAN.—Sept. 5 to 8. M. Frazer, manager.

Races.

AKRON, O.—Akron Trotting Association. July 13 to 15.
ALAMEDA, CAL.—Alameda Driving Association. A. O. Gott, secy. July 4 and Sept. 9.
ALBANY, N. Y.—Central New York Circuit. July 18 to 20.
ALLENTOWN, PA.—Sept. 19 to 23.
ALPENA, MICH.—Aug. 23 to 25.
ANACONDA, MONT.—Aug. 11 to Sept. 10.
ARCADIA, WIS.—Northwestern Wisconsin Fair and Race Circuit. Aug. 23 to 26.
AUBURN, N. Y.—July 19 to 22.
AUGUSTA, WIS.—Northwestern Wisconsin Fair and Race Circuit. Sept. 6 to 9.
BALLSTON, N. Y.—Delaware & Hudson Circuit. Aug. 23 to 26.
BALTIMORE, MD.—Gentlemen's Driving Club. Sept. 20 to 24.
BANGOR, ME.—Aug. 29 to Sept. 2.
BAY CITY, MICH.—Aug. 30 to Sept. 2.
BEAVER, PA.—Sept. 20 to 23.
BELLEFONTAINE, O.—Oct. 4 to 7.
BELLEVUE, O.—Aug. 23 to 26.
BELTON, MO.—Aug. 23 to 26.
BERRYVILLE, VA.—Racing Association. Aug. 17 and 18. Conrad Kcunslar, secy. and treas.
BETHLEHEM, Pa.—Sept. 13 to 17.
BLOOMINGTON, ILL.—Aug. 30 to Sept. 2.
BLOOMSBURG, PA.—Oct. 12 to 15.
BOONVILLE, IND.—Tri-State Racing Circuit. Sept. 27 to 30.
BOONVILLE, MO.—Aug. 16 to 19.
BRANTFORD, CAN.—Ontario Trotting and Pacing Circuit. June 30 to July 2.
BRIDGEPORT, CONN.—Aug. 30 to Sept. 2.
BRIDGEPORT, CONN.—Oct. 11 to 14.
BRIGHTON, N. Y.—Brighton Beach Racing Association. July 6 to Aug. 9.
BROOKLYN, N. Y.—Brooklyn Jockey Club. May 28 to June 16, Sept. 13 to 29.
BUFFALO, N. Y.—Aug. 16. Grand Trottting Circuit.
BURGETTSTOWN, PA.—Oct. 4 to 6.
BURLINGTON, VT.—Sept. 6 to 9.
BUSHNELL, ILL.—Aug. 30 to Sept. 2.
BUTLER, PA.—Sept. 6 to 9.

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BUTTE, MONT.—July 2 to Aug. 6.
CAMBRIDGE, N. Y.—Delaware & Hudson Circuit. Aug. 30 to Sept. 2.
CANTON, O.—Northeastern Ohio Circuit. July 6 to 8. Aug. 24 to 26.
CARMI, ILL.—Tri-State Racing Circuit. Sept. 6 to 10.
CARROLLTON, O.—Sept. 28 to 30.
CARTHAGE, ILL.—Sept. 6 to 9.
CARTHAGE, MO.—Sept. 28 to 30.
CARTHAGE, O.—Aug. 16 to 19.
CEDARBURG, WIS.—Sept. 26 to 28.
CELINA, O.—Aug. 16 to 19.
CHAMPAIGN, ILL.—Aug. 30 to Sept. 2.
CHANUTE, KAS.—Aug. 16 to 19.
CHICAGO, ILL.—Washington Park Club. June 25 to July 20.
CHILLICOTHE, O.—Aug. 9 to 12.
CHIPPEWA FALLS, WIS.—Northwestern Wisconsin Fair and Race Circuit. Sept. 13 to 16.
CIRCLEVILLE, O.—Zwicker Park Driving Club. July 19 to 21.
CLEVELAND, O.—Northeastern Ohio Circuit. June 22 to 24, Aug. 17 to 19.
CLEVELAND, O.—July 25. Grand Trotting Circuit.
COBLESKILL, N. Y.—Delaware & Hudson Circuit. Sept. 19 to 22.
COFFEYVILLE, KAS.—Sept. 13 to 16.
COLUMBUS, GA.—Aug. 2. Grand Trotting Circuit.
COLUMBUS JUNCTION, IA.—Aug. 23 to 26.
COLUMBUS, O.—Driving Park Association, Grand Circuit Meeting. Aug. 1 to 5.
CONCORD, N. H.—Race meeting at Driving Park. Aug. 1 to 4. Sept. 5 to 8.
CONEY ISLAND, N. Y.—Coney Island Jockey Club. June 18 to July 4, Aug. 23 to Sept. 10.
CORSICANA, TEXAS—Oct. 26 to 29. T. D. Hightower, secy.
DALLAS, TEX.—Texas State Fair Association. Sydney Smith, secy. Oct. 1 to 16.
DANBURY, CONN.—Oct. 3 to 8.
DANVILLE, ILL.—Aug. 16.
DAYTON, O.—Oct. 4 to 7.
DELAVAN, ILL.—Aug. 30 to Sept. 2.
DENTON, TEXAS—Sept. 14 to 17. W. A. Miller, secy.
DETROIT, MICH.—July 18. Grand Trotting Circuit.
DOVER, N. H.—Sept. 26 to 30.
DUBUQUE, IA.—Mitwood Driving Club. Aug. 22 to 27.
DURAND, WIS.—Northwestern Wisconsin Fair and Race Circuit. Sept. 27 to 30.
EASTON, MD.—Aug. 30 to Sept. 2.
ELMIRA, N. Y.—Aug. 9 to 12.
ELMWOOD, ILL.—Aug. 30 to Sept. 2.
ERIE, KAS.—Sept. 6 to 9.
ERIE, PA.—Sept. 6 to 9.
ERIE, PA.—Lake Erie Trotting Circuit. July 26 to 29.
EVANSVILLE, IND.—Tri-State Racing Circuit. Sept. 19 to 23.
EXETER, ME.—West Penobscot Races. July 5, Aug. 19 and 20.
FONDA, IA.—Aug. 30 to Sept. 2.
FORT SCOTT, KAS.—Sept. 27 to 30.
FREDONIA, KAS.—Aug. 23 to 26.
FT. WAYNE, IND.—Aug. 9. Grand Trotting Circuit.
FT. WORTH, TEXAS—Sept. 21 to 24. E. E. Wright, secy.
GALESVILLE, WIS.—Northwestern Wisconsin Fair and Race Circuit. Aug. 16 to 19.
GALLIPOLIS, O.—Sept. 13 to 16.
GENEVA, N. Y.—Aug. 1 to 4.
GLENS FALLS, N. Y.—Aug. 23. Grand Trotting Circuit.
GOSHEN, N. Y.—Orange County Circuit. Aug. 23 to 26.
GRAYVILLE, ILL.—Tri-State Racing Circuit. Aug. 30 to Sept. 3.
GREENVILLE, O.—Aug. 22 to 26.
GROESBECK, TEXAS—Nov. 9 to 12. S. D. Bugg, secy.
GRUNDY CENTER, IA.—Sept. 20 to 22.
HAGERSTOWN, MD.—Oct. 18 to 21.
HAMBURG, N. Y.—Sept. 13 to 17.
HARTFORD—Sept. 5. Grand Trotting Circuit.
HARRISONVILLE, MO.—Sept. 6 to 9.
HARTLAND, ME.—Sept. 22 to 24.
HEDRICK, O.—Aug. 9 to 12.
HENRY, ILL.—Aug. 23 to 26.
HILLSBORO, O.—Sept. 13 to 17.
HOLDEN, MO.—Aug. 30 to Sept. 2.
HOLSTEIN, IA.—Sept. 5 to 8.
HOOPESTON, ILL.—Hoopeston District Agricultural Society. Dale Wallace, secy. Aug. 22 to 26.
HORNELLSVILLE, N. Y.—Lake Erie Trotting Circuit. July 12 to 15.
HOT SPRINGS, ARK.—Winter Racing Circuit. December, 1898.
HOUSTON, TEXAS—Oct. 31 to Nov. 5. W. S. Foote, secy.
ILION, N. Y.—Aug. 16 to 19.
INDEPENDENCE, IA.—Aug. 30 to Sept. 2.
INDEPENDENCE, KAS.—Aug. 30 to Sept. 2.
JACKSON, MICH.—Aug. 9 to 12.
JEFFERSON, IA.—Jefferson Driving Club. July 4 and 5. D. L. Howard, secy.
JOHNSTOWN, PA.—Tri-County Agricultural and Driving Association. Spring Meeting, June 1 to 3; Midsummer Racing Festival, July 27 to 29; Fall Races, Sept. 6 to 9.
JOLIET, ILL.—Great Western Trotting and Pacing Circuit. Aug. 16 to 19.
KITTANNING, PA.—Aug. 23 to 26.
LATONIA, KY.—June 9 to July 9.
LEBANON, KY.—Aug. 16 to 19.
LEBANON, O.—Sept. 20 to 23.
LEBANON, PA.—Spring Races. Lebanon Valley Fair Association. July 2 to 4.
LEBANON, PA.—Sept. 7 to 9.
LEHIGHTON, PA.—Sept. 27 to 30.
LEXINGTON, KY.—Trotting Horse Breeders' Association. Oct. 4 to 15.
LIMA, O.—Sept. 27 to 30.
LONDON, O.—Sept. 6 to 9.
LOS ANGELES, CAL.—Races. Sept. 15 to 30.
LOUISVILLE, KY.—Races. Sept. 26 to Oct. 1.
LYNBROOK, L. I.—Summer Carnival, Lynbrook Driving Park. Sept. 13 to 17. R. L. Davis, secy.
MACOMB, ILL.—Aug. 15 to 19.
MALONE, N. Y.—Sept. 27 to 30.
MARSHALLTOWN, IA.—Aug. 16 to 18.
MARSHFIELD, WIS.—Northwestern Wisconsin Fair and Race Circuit. Aug. 9 to 11.
MARYSVILLE, O.—Oct. 4 to 7.
MAUSTON, WIS.—Aug. 30 to Sept. 1.

MEADVILLE, PA.—Lake Erie Trotting Circuit. July 19 to 22.
MEDFORD, MASS.—Aug. 16 to 19.
MEDFORD, PRINCE EDWARDS ISLAND.—Combination Park. June 14 to 17, Aug. 23 to 27.
MENOMINEE, WIS.—Northwestern Wisconsin Fair and Race Circuit. Sept. 20 to 23.
MIDDLEBURG, VT.—Vermont State Firemen's Tournament. July 21.
MIDDLETOWN, N. Y.—Orange County Circuit. Aug. 9 and 10.
MINEOLA, L. I.—Queens County Jockey Club. April 25 to May 3, Aug. 15 to 20, Oct. 24 to Nov. 8.
MOBERLY, MO.—Aug. 9 to 12.
MONTREAL, CAN.—July 14 to 30.
MT. CARROLL, ILL.—Aug. 31 to Sept. 2.
MT. GILEAD, O.—Oct. 4 to 7.
MUNCIE, IND.—Aug. 15 to 19.
NAPOLEON, O.—Aug. 30 to Sept. 2.
NARAGANSETT PARK—July 12 to 14. W. W. Dexter, secy.
NASHUA, N. H.—Sept. 13 to 18.
NASHVILLE, TENN.—Tennessee Breeders' Association. April 27 to May 6, 1899. J. W. Rurswurm, secy.
NEVADA, MO.—Sept 20 to 23.
NEWARK, N. J. (S. F.)—Sept. 5 to 9.
NEWARK, O.—Aug. 23 to 26.
NEWARK, N. J.—July 26 to 29.
NEW BREMEN, O.—Aug. 30 to Sept. 2.
NEW HARMONY, IND.—Tri-State Racing Circuit. Sept. 12 to 16.
NEW HAMBURG, CAN.—Ontario Trotting and Pacing Circuit. July 6 and 7.
NEW HARMONY, IND.—Sept. 13 to 16.
NEW LEXINGTON, O.—Sept. 13 to 16.
NEW PLATZ, N. Y.—Orange County Circuit. Aug. 30 to Sept. 2.
N. ANSON, ME. (Fair)—Sept. 12 to 16.
NO. ANSON, ME.—Aug. 12 and 13.
OLD ORCHARD, ME.—Breeders' Mile Track Association. Aug. 8 to 12 and Sept. 19 to 23. M. F. Porter, Mgr.
ONEONTA, N. Y.—Delaware & Hudson Circuit. Sept. 12 to 15.
OSKALOOSA, IA.—Sept. 12 to 15.
OTTAWA, ONT., CANADA—Central Canada Turf Club. Oct. 3 to 8.
OWENSBORO, KY.—Tri-State Racing Circuit. Oct. 4 to 7.
OWENSBORO, KY.—Oct. 4 to 8.
PADUCAH, KY.—Paducah Fair and Exposition Association. Alex. Kirkland, secy. July 21 and 22, and Oct. 11 to 14.
PALESTINE, TEXAS—Nov. 16 to 19. Thos. Hall, secy.
PARSONS, KAS.—Aug. 9 to 12.
PAULDING, O.—Sept. 6 to 9.
PERTH, CAN.—Ontario Trotting and Pacing Circuit. July 26 to 28.
PLATTSBURGH, N. Y.—Sept. 13 to 16.
PORTLAND, IND.—Sept. 26 to 30.
PORT HURON, MICH.—Aug. 16 to 19.
PORTLAND—Sept. 12. Grand Trotting Circuit.
PORTLAND, ME.—Rigby Stake Meeting. Aug. 1 to 5.
POUGHKEEPSIE, N. Y.—Central New York Circuit. Aug. 2 to 6.
POUGHKEEPSIE, N. Y.—Orange County Circuit. Aug. 2 to 5.
PROVIDENCE, R. I.—Narragansett Park Races. July 12 to 16.
PROVIDENCE, R. I.—Oct. 3 to 7.
PROVIDENCE, R. I.—Sept. 5 to 9.
PT. JERVIS, N. Y.—Orange County Circuit. Aug. 16 to 18.
READVILLE—Aug. 30. Grand Trotting Circuit.
READVILLE, MASS. (N. E. T. H. B.)—Sept. 19 to 23.
RED OAK, IA.—Sept. 21 to 23.
RICH HILL, MO.—Sept. 13 to 16.
RICHWOOD, O.—Oct. 14 to 18.
ROCHESTER, N. Y.—Western New York Trotting Association. Aug. 8 to 11.
ROCHESTER, N. Y.—Aug. 8 to 10.
ROCKPORT, O.—Northeastern Ohio Circuit. June 15 to 17, July 20 to 22.
ROCKFORD, ILL.—Races. Dr. H. McClellan, mgr.
ROCKWOOD, TENN.—Rockwood Stock and Fair Association. Races. July 4.
ROME, N. Y.—Central New York Circuit. July 4 to 8.
RUSHVILLE, IND.—Aug. 8 to 11.
SAC CITY, IA.—Aug. 30 to Aug. 2.
SANDY HILL, N. Y.—Delaware & Hudson Circuit. Sept. 6 to 9.
SARATOGA, N. Y.—July 28 to Aug. 28. Saratoga Racing Association.
SCHOHARIE, N. Y.—Delaware & Hudson Circuit. Sept. 26 to 29.
SIDNEY, O.—Sept. 20 to 23.
SPARTA, WIS.—Aug. 23 to 26.
SPRINGFIELD, ILL. (S. F.)—Sept. 25 to Oct. 1
SPRINGPORT, MICH.—Driving Park Association. Aug. 17 to 19.
SPRINGFIELD, MO.—Oct. 4 to 7.
SPRINGFIELD, O.—Aug. 23 to 26.
ST. ALBANS, VT.—Sept. 20 to 22.
ST. JOSEPH, MO.—Aug. 22 to 27.
STURGIS, MICH.—Sturgis Driving Club. C. D. Farr, secy. July 26 to 29.
SYRACUSE, N. Y.—Aug. 8 to 11; Aug. 29 to Sept. 3.
TERRE HAUTE, IND.—Sept. 19 to 25.
TIFFIN, O.—July Races.
TOMAH, WIS.—Sept. 6 to 8.
TRENTON, N.J. (Inter-S. F.)—Sept. 26 to 30.
TROY, N. Y.—Central New York Circuit. July 25 to 27.
TROY, O.—Sept. 26 to 30.
UNIONTOWN, PA.—Aug. 30 to Sept. 2.
URBANA, O.—Aug. 16 to 19.
UTICA, N. Y.—Aug. 23 to 26.
UTICA, N. Y.—Central New York Circuit. July 11 to 13.
VAN WERT, O.—Sept. 13 to 16.
VILLISCA, IA.—Sept. 26 to 29.
VINCENNES, IND.—Oct. 3 to 8.
VINELAND, N. J.—Trotting Association. John A. Ackley, secy.
VIROQUA, WIS.—Sept. 13 to 16.
WARREN, ILL.—Sept. 20 to 23.
WARREN, O.—Northeastern Ohio Circuit. June 28 to 30, Aug. 10 to 12.
WASHINGTON C. H., O.—Aug. 16 to 19.
WASHINGTON, PA.—Sept. 20 to 23.
WAPOKONETA, O.—Oct. 4 to 7.
WAPOKONETA, O.—Sept. 6 to 9.
WAYNESBURG, PA.—Sept. 14 to 17.
WELLSVILLE, N. Y.—Lake Erie Trotting Circuit. July 4 to 7.

WELLSVILLE, O.—Aug. 15 to 19.
WESTCHESTER, N. Y.—Westchester Racing Association. May 7 to 26, Oct. 1 to 22.
WEST SALEM, WIS.—Sept. 20 to 22.
WHEELING, W. VA.—Sept. 5 to 9.
WHITEHALL, WIS.—Northwestern Wisconsin Fair and Race Circuit. Aug. 30 to Sept. 2.
WHITE RIVER JUNCTION, VT.—Aug. 30 to Sept. 1.
WICHITA, KAS.—Sept. 19 to 24.
WINDSOR, CAN.—Aug. 2 to 18.
WOODSTOCK, ILL.—Aug. 23 to 26.
XENIA, O.—Aug. 9 to 12.
ZANESVILLE, O.—Sept. 7 to 9.

Conventions,
Fetes, Celebrations, Etc.

Under this heading we publish free of charge the dates of all notable events, which are likely to attract large concourses of people to any one particular city and for this reason prove of importance to advertisers, showmen, streetmen, general passenger agents, etc. The list is carefully revised and corrected monthly.

ADRIAN, MICH.—National Encampment, K. O. T. M. Aug. 16 to 19.
ALBION, MICH.—Encampment of Calhoun County Sailors' and Soldiers. Aug. 16 and 17.
ALBANY, N. Y.—Tenth Annual Convention Young People's Christian Union of United Presbyterian Church. Aug. 3 to 8, 1898. Thos. C. Atchinson, mgr.
ALLENTOWN, PA.—Pennsylvania State Bill Posters' Convention. August, 1893.
ASHEVILLE, N. C.—National Liquor Dealers' Protective Association. Oct. 10 to 15.
ATLANTA, GA.—Confederate Veteran Reunion. July 20 to 23.
ATLANTIC CITY, N. J.—Jewish Chatauqua Society. July 9 to 24.
AUBURN, IND.—Carnival. Sept. 14 to 16. W. H. McIntyre, pres.
AURORA, ILL.—Ancient Order Hibernians. 1900. Daniel McGlynn, secy., St. Louis.
AUSTIN, TEXAS—Populists' Convention. July 27.
BALTIMORE, MD.—Independent Order of Free Sons of Israel. 1902.
BALTIMORE, MD.—International Brotherhood of St. Andrew. Sept. 28 to Oct. 2.
BALTIMORE, MD.—American Pharmaceutical Association. Aug. 29 to Sept. 12. James H. Bobbitt, secy., Raleigh, N. C.
BALTIMORE, MD.—Supreme Council of Chosen Friends. 3d Tuesday Sept., 1899. S. K. Wagner, supreme secy., Phila., Pa.
BANGOR, ME.—Knights of Pythias. Oct. 5 and 6.
BANGOR, ME.—Maine Musical Festival. Oct. 6 to 8.
BARRE, VT.—Sons of Veteran of Vermont. July 6 to 8.
BATH, ME.—State Firemen's Muster. Aug. 4 and 5.
BEDFORD, IND.—Bedford's Rod and Gun Club, Tournament. Jul y14 and 15.
BELLEFONTAINE, O.—Annual Reunion of 132d and 134th Regiments Ohio Volunteers. September.
BINGHAMTON, N. Y.—New York State Firemen's Association. Aug. 16 to 20.
BINGHAMTON, N. Y.—State Haymakers. Sept. 24.
BINGHAMTON, N. Y.—New York State Association of School Commissioners and Superintendents. November, 1898. Miss Cora A. Davis, secy., Whitesboro, N. Y.
BOSTON, MASS.—Catholic Total Abstinence Union. July.
BOSTON, MASS.—American Poultry Association. July 18, 1898.
BOSTON, MASS.—Sovereign Grand Lodge, I. O. O. F. 1898.
BOSTON, MASS.—Ancient Order Hibernians. July, 1898. Jas. O'Sullivan, nat. secy., Philadelphia, Pa.
BOSTON, MASS.—National Loom Fixers' Association. Sept. 14, 1898.
BOSTON, MASS.—Mid-Summer Meeting American Whist League. July 11. Hotel Vendome. Pres. Mandell, Detroit.
BOSTON, MASS.—Massachusetts Charitable Mechanical Association. October and November.
BOSTON, MASS.—American Association for Advancement of Science Fiftieth Anniversary. August.
BOSTON, MASS.—American Street Railway Association. September or October.
BUFFALO, N. Y.—Baptist Young People's Union. July.
BUFFALO, N. Y.—New York State Bill Posters' Association Convention. July 11.
BUFFALO, N. Y.—National Hay Association. August.
BURLINGTON, VT.—National Division, Sons of Temperance. July 13 to 15.
CANON CITY, COL.—Fruit Day Celebration. Sept. 15 and 16.
CANISTEO, N. Y.—Steuben County Firemen's Association. During summer.
CAYUGA ISLAND, (near Niagara Falls)—Pan American Exposition. May 1 to Nov. 1. Hon. W. Caryl Ely, Director; R. C. Hill, secy., Buffalo, N. Y.
CEDAR RAPIDS, IA.—Carnival. E. R. Shaw, secy. September.
CELERON, N. Y.—Photographers' Convention. July 11 to 16.
CHAUTAUQUA LAKE, N. Y.—American Association of Librarians, 1898. Melville Dewey, secy., Albany, N. Y.
CHESTER, PA.—State Federation of Women's Clubs. Mrs. Horace Brock, of Lebanon, Pa., pres. November.
CHICAGO, ILL.—International Association of Distributors. July 19 to 22. W. H. Steinbrenner, secy., Cincinnati.
CHICAGO, ILL.—Christian Union of Universalist Church. July 13 to 20.
CHICAGO, ILL.—State Federation of Women's Clubs. October.
CHICAGO, ILL.—National Editorial Association. September.

CINCINNATI, O.—National Association of Master House and Decorators of the United States. February, 1899.
CINCINNATI, O.—National Charities and Correction Congress. May, 1899.
CINCINNATI, O.—National Association of Stove Manufacturers. May, 1899.
CINCINNATI—Populists' National Convention. Sept. 5.
CINCINNATI, O.—Annual Convention of Master Horseshoers. Oct. 11, 1898. W. J. Moore, secy., Pittsburg, Pa.
CINCINNATI, O.—Triennial Meeting General Grand Chapter. September, 1900.
CINCINNATI, O.—Saengerfest Jubilee. 1899.
CINCINNATI, O.—Catholic Knights of Ohio. 1898. James A. Dailey, secy., Toledo, O.
CINCINNATI, O.—Grand Council, R. A. M. Sept. 27, 1898.
CINCINNATI, O.—National Encampment G. A. R. Sept. 5 to 10.
CINCINNATI, O.—Grand Chapter. Sept. 28 and 29, 1898.
CINCINNATI, O.—German Day Association. Sept. 4.
CINCINNATI, O.—National Embalmers' Association. 1898.
CINCINNATI, O.—Supreme Council Ancient Accepted Scottish Rites. Sept. 20, 1898.
CINCINNATI, O.—Beta Theta Pi Fraternity Annual Convention. July, 1898.
CINCINNATI, O.—Wholesale Saddlery Association. Oct. 27 to 29.
CINCINNATI, O.—National Laundrymen's Association. 1898. H. W. Stoer, Cleveland, Ohio.
CINCINNATI, O.—Old Volunteer Firemen's Life Association. Feb. 22, 1899.
CINCINNATI, O.—Grand Court, Ohio Foresters. 1898.
CINCINNATI, O.—Y. M. C. A. Golden Jubilee. 1898.
CLEVELAND, O.—Brewmasters' National Association. September, 1898.
CLEVELAND, O.—United Association Journeyman Plumbers, Gas Fitters, Steam Fitters and Steam Helpers of U. S. and Canada. W. J. Spencer, Buffalo, N. Y., secy. September, 1898.
COLLEGE STATION, TEX.—State Agricultural Congress, at R. & M. College. July. J. H. Connell, director.
COLORADO SPRINGS, COL.—Colorado Sp'gs Carnival. Aug. 25 to 30.
COLUMBUS, O.—State Convention of Federation of Women's Clubs. October.
COLUMBUS, O.—Masonic Grand Lodge. October, 1898.
COLUBUS, O.—Grand Encampment I. O. O. F. July.
COLUMBUS, O.—American Medical Association. 1899. Dr. Joseph M. Matthews, pres., Louisville, Ky.
COLUMBUS, O.—State Convention Brotherhood of St. Andrew. Nov. 5 and 6.
CONNERSVILLE, IND.—Indiana Horticultural Society. Aug. 11 and 12.
CONCORD, N. H.—Patrons of Husbandry National Grange. John Trimble, 514 F. st., Washington, D. C., secy. November, 1898.
DAVENPORT, IA.—The Sangerfest of the Northwest. July 28 to 31.
DAYTON, O.—Democratic State Convention. Aug. 23 and 24.
DAYTON, O.—Fairview Park. Jas. Granbaum, Mgr.
DAYTON, O.—Southern Diocese of Ohio Convention. Bishop Vincent, Chairman, Cincinnati, O.
DECATUR, ILL.—Corn Festival. Oct. 22 to 29.
DENVER, COL.—Roadmasters' Association of America. Summer of 1898.
DENVER, COL.—American Bankers' Association. Sept. 1.
DENVER, COL.—Railroad Commissioners. 1899.
DENVER, COL.—National Dairy Commissioners' Association. August.
DENVER, COL.—National Editorial Association. Sept. 6 to 10.
DETROIT, MICH.—National Tobacco Workers' Union. E. Lewis Evans, 422 Granite Block, St. Louis, Mo., secy. Sept. 26, 1898.
DETROIT, MICH.—League of American Municipalities. Aug. 1 to 4.
DETROIT, MICH.—National Evangelization Union. 1898. Rev. F. Mason, secy., North New York.
DETROIT, MICH.—American Society of Civil Engineers. July, 1898.
DETROIT, MICH.—Amalgamated Association of Iron and Steel Workers. May, 1899. John Williams, Pittsburg, Pa., secy. and treas.
DETROIT, MICH.—National Canned Goods Packers' Association, Western Canned Goods Packers' Association, Canning Machinery and Supplies Association. February, 1899.
DETROIT, MICH.—Michigan Hardware Association. July 13 and 14. Henry C. Minnie, secy.
DETROIT, MICH.—International Association of Coupon Ticket Agents. September, 1898.
DETROIT, MICH.—Quarter-Centennial Celebration Michigan Board of Health. July 30.
DETROIT, MICH.—National Association of Local Fire Insurance Agents. July 15 and 16.
EBENSBURG, PA.—State Dental Association. July 11 to 13.
ELMIRA, N. Y.—Indepndent Order Odd Fellows. August, 1898.
ELMIRA, N. Y.—National Convention of Police and Alarm Superintendents. Aug. 9 and 10.
FREDERICK CITY, MD.—United Brethren Church of United States and Europe Centennial Celebration. 1901.
FREDONIA, KAS.—Annual Convention Emporia District Epworth League. Aug. 16 to 18. G. L. Darby, secy., Howard.
FRYEBURG, ME.—Chatauqua Assembly. Aug. 2 to 20.
FT. WAYNE, IND.—North Indiana Teachers' Association. April, 1899. W. C. Bellman, Hammond, Ind., pres.
FT. WORTH, TEXAS—Farmers' National Congress. John M. Stahl, 4318 Laughley av., Chicago, Ill., secy. Dec. 6 to 14, 1898.
GAINESVILLE, GA.—Chautauqua Convention. July 7 to 17. H. W. Van Hoose, mg.
GARDINER, ME.—Twenty-seventh Annual Reunion of Eleventh Maine Veteran Association. Aug. 10 and 11.
GOLDSBORO, N. C.—State Firemen's Tournament. July 26 to 28.

GRAND RAPIDS, MICH.—State Firemen's Convention. 1899. Geo. L. Gray, secy. and treas., La Peer, Mich.

GRAND RAPIDS, MICH.—Railroad Master Blacksmiths' National Convention. 2nd Tuesday September, 1898. D. D. Garrabrandt, secy., Atchison, Kas.

GRAND RAPIDS, MICH.—Pythian Grand Lodge. 1899.

GREELEY, COL.—State Federation of Clubs. Oct. 11 and 12.

GREEN BAY, WIS.—League of American Wheelmen. Aug. 16 to 18.

GUADENHUTTEN, O.—Centennial Celebration. September.

GUERNEVILLE, CAL.—Water carnival.

HARRISBURG, PA.—Traveling Men's Club. February, 1899. Fred L. Morganthaler, secy.

HALIFAX, N. S.—Dominion Educational Association. August.

HARRODSBURG, KY.—Mexican Veterans' Meeting. Sept. 20.

HOUGHTON, MICH.—Upper Peninsula Firemen's Association. Aug. 8 to 6.

HOUSTON, TEXAS—Afro-American Fair.

INDIANAPOLIS, IND.—Conclave of the Supreme Lodge, K. of P. Aug. 25, 1898.

INDIANAPOLIS, IND.—Convention Improved Order of Red Men. Sept. 13, 1898.

INDIANAPOLIS, IND.—National Laymen's Convention, M. E. Church. October, 1898.

INDIANAPOLIS, IND.—National Convention Epworth League. 1899.

INDIANAPOLIS, IND.—National Prison Congress. September, 1898.

INDIANAPOLIS, IND.—League of American Wheelmen. Aug. 9 to 13.

INDIANAPOLIS, IND.—National Prison Congress. October.

INDIANAPOLIS, IND.—Racing meet, L. A. W. Aug. 9 to 13.

JUNCTION CITY, KAS.—G. A. R. Association. Sept. 8 to 10.

KANSAS CITY, MO.—Colored Baptists. September, 1898.

KANSAS CITY, MO.—American National Baptist Convention.

KANSAS CITY, MO.—National Harness Manufacturers' and Dealers' Protective Association. Sept. 13 to 15.

KANSAS CITY, MO.—American Federation of Labor. December, 1898. Frank Morrison, secy.

KANSAS CITY, MO.—National Building Trades Council, 1898. W. H. Steinbiss, secy., St. Louis, Mo.

LAKE SUNAPEE, N. H.—New Hampshire Federation of Women's Clubs. Summer.

LEBANON, PA.—Knights of Pythians State Convention. Aug. 9 to 12.

LEBANON, PA.—Firemen's Convention and Tournament. Oct. 3 to 8.

LITTLE ROCK, ARK.—Arkansas State Sportsman Association. Paul R. Litzke, secy. July 26 to 28.

LOS ANGELES, CAL.—La Fiesta. May 2 to 7.

LOS ANGELES, CAL.—Women's Christian Temperance Union. November.

LOS ANGELES, CAL.—National Educational Association. July, 1899.

LOUISVILLE, KY.—Y. P. A. Convention. 1899. Charles R. Dumin, national pres., Terre Haute, Ind.; Louis T. Le Beaume, secy., St. Louis.

LOUISVILLE, KY.—Salesmen's Benevolent Association. July.

LOUISVILLE, KY.—Louisville Columbarian Association. W. H. Adams, secy. Nov. 30 to Dec. 3.

MACON, GA.—Diamond Jubilee Carnival. October.

MARLBOROUGH, N. Y.—Trophy Shoot, Hudson River Trap Shooters' League. Aug. 10 and 11. J. B. Rogers, manager.

MAYSVILLE, KY.—Grand Encampment, Odd Fellows. May, 1899.

MEADVILLE, PA.—Inter-State Association Tournament. Chas. Stein, secy. July 6 and 7.

MERIDEN, CONN.—Inter-State Association Tournament. C. S. Howard, secy. July 27 and 28.

MEXICO, MO.—State Industrial Exposition. Dec. 12 to 17, 1898.

MIDDLEBURY, VT.—Vermont State Firemen's Association. July 20 to 21.

MILWAUKEE, WIS.—National Catholic Teachers' Convention. Aug. 2 and 4. Address Catholic Normal School, St. Francis, Wis.

MILWAUKEE, WIS.—National Hardware Association. Nov. 16, 1898.

MILWAUKEE, WIS.—National Brotherhood of Locomotive Engineers. 1899.

MILWAUKEE, WIS.—Western Gas Association. 1899.

MILWAUKEE, WIS.—Associated Bill Posters' Convention. July, 1899.

MILWAUKEE—National German Catholic Convention. Aug. 23 to 25.

MILWAUKEE—National Convention Catholic Young People's Societies. Aug. 22 and 23, 1898.

MILWAUKEE, WIS.—Convention of United Typothetae. Aug. 23 to 26.

MILWAUKEE, WIS.—National Eisteddfod. January, 1899

MOUNT VERNON—Anniversary Celebration of Washington's Death Day, by Masonic Fraternity. (Estimated attendance, 10,000. Dec. 14, 1899.

MUNCIE, IND.—Green Bottle Blowers' Association of United States and Canada. July.

MUSKEGON, MICH.—State Press Association. July 18 and 19.

NASHVILLE, TENN.—International C. E. Convention. July 5 to 12. B. F. Alexander, secy.

NEW BRIGHTON, PA.—Musical Carnival. Sept. 1 and 2.

NEW ORLEANS, LA.—Brotherhood of R. R. Trainmen. May, 1899.

NEW ORLEANS, LA.—National Association of Master Plumbers. 1899.

NEWPORT NEWS, VA.—Virginia State Firemen's Convention. September.

NEWTOWN, VT.—Oat races. Decoration Day.

NEW YORK CITY—National Sculpture Society. 1898. Mr. Barr Ferree, secy., 112 Wall Street.

NEW YORK CITY—United Brotherhood of Carpenters and Joiners of America. P. J. McGuire, Box 884, Phila., Pa., secy. Sept. 3, 1898.

NEW YORK CITY—National Sanitary Association. Thos. E. Neal, (Board of Health Office), Atlanta, Ga., secy. December, 15.8.

NEW YORK CITY—Luther League of America. Walter T. Voege, 186 Ross st., Brooklyn, N. Y. Oct. 18 to 20.

NEW YORK CITY—National Music Teachers' Association. 1898. James P. Keough, secy., New York City.

NEW YORK—Grocers' Exhibition. October. J. W. Callahan, Managing Director.

NEW YORK CITY—Society of the Cincinnati. May, 1899.

NIAGARA FALLS—Pan-American Exposition. May 1 to Nov. 1, 1899. R. C. Hill, secy., Buffalo, N. Y.

NORTH CONWAY, N. H.—American Institute of Instruction. July 5 to 8.

NORTHPORT, ME.—State Convention, Epworth League. Sept. 7 to 9.

OMAHA, NEB.—Supreme Council, Ancient and Accepted Scottish Rite, Southern and Western Masonic Jurisdiction. October, 1898.

OMAHA, NEB.—Sons of Veterans' National Encampment. September, 1898. Charles K. Darling, Commander-in-Chief.

OMAHA, NEB.—National Eclectic Convention, 1898.

OMAHA, NEB.—National Road Parliament. 1898.

OMAHA, NEB.—Louisiana Press Association. 1898.

OMAHA, NEB.—Surgical and Geneological Association. Dec. 26 to 29. G. H. Simmons, secy., Lincoln, Neb.

OMAHA, NEB.—American Association of nass, secy., Brownville, Neb. Oct. 26, 1898.

OMAHA, NEB.—American Institute of Electrical Engineers. R. B. Owens, secy., Omaha. July 5 to 8.

OMAHA, NEB.—Nebraska Saengerbund. Max Tiernan, secy., Arlington Block, Omaha. August.

OMAHA, NEB.—American Maize Propaganda. B. W. Snow, secy., Chicago, Ill. October.

OMAHA, NSB.—National Council of Women. May Wright Sewall, pres., Indianapolis. Oct. 24 to 29.

OMAHA, NEB.—Liberal Congress of Religions. Rev. Jenkins L. Jones, 3339 Langley ave., Chicago, Ill. Oct. 18 to 25.

OMAHA, NEB.—National Household Economic Association, Miss Ellen F. Marshall, secy., 1882 W. 22d st., Chicago. Oct. 17.

OMAHA, NEB.—Congress of Social Economics. Victor Rosewater, secy., Omaha, Neb. Sept. 12 to 17.

OMAHA, NEB.—Congress of Christian Activities. Rev. F. A. Warfield, of Omaha, chairman. September.

OMAHA, NEB.—Trans-Mississippi Turnfest. June 30 to July 3. Philip Andres, secy.

OMAHA, NEB.—Grand Lodge, K. of P. Oct. 11. Will H. Love, Lincoln, Neb., secy.

OMAHA, NEB.—National Funeral Directors' Association. Oct. 12. Chas. W. Nully, Philadelphia, Pa., secy.

OMAHA, NEB.—National Dental Society. Sept. 2. Dr. Emma E. Chase, 3334 Washington avenue, St. Louis, Mo., secy.

OMAHA, NEB.—Nebraska Dental Association. Aug. 29. W. H. Lately, secy.

OMAHA, NEB.—National Association of Dental Examiners. Sept. 2 and 3. Chas. A. Meeker, 29 Fulton street, Newark, N. J., secy.

OMAHA, NEB.—National Association of Dental Faculties. Sept. 2 and 3. Dr. J. H. Kennedy, St. Louis, Mo., secy.

OMAHA, NEB.—Annual Convention American Cemetery Superintendents. Sept. 12 to 17. Frank Eurich, Detroit, Mich., secy.

OMAHA, NEB.—Nebraska State Association Funeral Directors. Sept. 12 to 14. Peter Bell, Norfolk, Neb., secy.

OMAHA, NEB.—Society of American Florists. Aug. 16 to 19. William J. Stewart, Bromfield street, Boston, Mass., secy.

OMAHA, NEB.—Western Traveling Men's Association. Arthur LRrdle,sga7 ut&rDh Accident Association. July. Arthur L. Shutz, Grand Island, Neb., secy.

OMAHA, NEB.—Trans-Mississippi Fruit Festival Association. June 1 to Nov. 1. G. W. Hervey, secy.

OMAHA, NEB.—Nebraska State Horticultural Society. July. C. H. Barnard, Table Rock, Neb., secy.

OMAHA, NEB.—American Association of Farmers Institute Managers. October. F. W. Taylor, secy.

OMAHA, NEB.—Independent Order of Foresters. July 19. Finley L. Combs, 118 South 15th street, Omaha, secy.

OMAHA, NEB.—National Alliance Theatrical Stage Employes. July 18. J. Bayard, secy.

OMAHA, NEB.—United States League Local Loan and Building Associations. July 27 and 28. H. F. Cellarius, Cincinnati, O., secy.

OMAHA, NEB.—Bohemian Day Trans-Mississippi and International Exposition. Aug. 27. V. J. Sebek, secy.

OMAHA, NEB.—Western District Bohemian Tournament. Aug. 28 to 30. V. J. Sebek, secy.

OMAHA, NEB.—National Convention Bohemian Turners. Aug. 31. B. Bartos, secy.

OTTAWA, KAS.—American Public Health Association. September, 1898. Dr. C. O. Probst, secy., Columbus, O.

OTTAWA, ONT., CAN.—American Public Health Association. Sept. 27.

OTTAWA, ONT., CANADA—Allied Printing Crafts Union. June, 1899.

PALMYRA, MO.—Missouri Amateur Shooting Association, Eighth Annual Tournament. W. W. Bates, secy. July 19 and 21.

PARIS, FRANCE—National Editorial Association. 1900.

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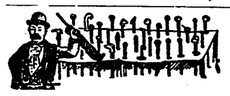

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PATCHOGUE, L. I.—New York Press Association. July 1.
PATCHOGUE, L. I.—Junior Order United American Mechanics. Labor Day.
PHILADELPHIA, PA.—German-American Journalists' Association. Date not decided.
PHILADELPHIA, PA.—National Association of Agricultural Implemnts and Vehicle Manufacturers. September. W. P. Molan, secy.
PHILADELPHIA, PA.—Food Show. Second Regiment Armory. Autumn, 1898.
PHILADELPHIA, PA.—International Commercial Congress. June, 1899.
PITTSBURG, PA.—International Astronomical Congress. May, 1900. C. W. Scovil, secy.
PITTSBURG, PA.—Grand Encampment of Knights Templars. 2d Tuesday in October, 1898. W. B. Melish, Fr. Junior Warden.
PITTSBURG, PA.—Biennial Convention of the Knights and Ladies of Honor of Pennsylvania. 1899. Grand secy., Fred Voelcker, Philadelphia.
PITTSBURG, PA.—American Association of Obstetricians and Gynecologists. Sept. 20 to 25.
PORTLAND, ME.—Maine Musical Festival. Oct. 10 to 12.
PORTLAND, ME.—New England State Firemen's Tournament. Aug. 18.
PORTLAND, ME.—Maine Pharmaceutical Association's Auunal Meeting. July 7 and 8.
PORTLAND, ORE.—Tenth Triennial Council of Congregational Church. July 7 to 12.
POUGHKEEPSIE, N. Y.—Trophy Shoot, Hudson River Trap Shooters' League. July 14 and 15. J. B. Rogers, manager.
RICHMOND, IND.—National Conference of Friends. August, 1898.
RICHMOND, VA.—Association of Railway Superintendents of Bridges and Buildings. Oct. 18.
ROCK ISLAND, ILL.—Union Veterans' Union. 1898. Gen. H. L. Street, Commander-in-Chief, Washington, D. C.
SALT LAKE CITY, UTAH.—International Mining Congress. July 6 to 9.
SANDUSKY, O.—Master Painters' and Decorators. July 26 to 28.
SAN FRANCISCO, CAL.—N. A. Turner's Union Convention. July 5.
SAN FRANCISCO, CAL.—Northern Baptist Convention. 1899.
SAN GABRIEL, N. MEX.—Historical Celebration, 300th Anniversary. July 13.
SAN JOSE, CAL.—July Festival of Turners of Pacific Coast. July 9 to 12.
SARATOGA SPRINGS, N. Y.—Convention of Young People's Christian Union of United Persbyterian Church. Thos. C. Atchison, Carnegie, Pa. Aug. 3 to 8.
SCHENEVUS, N. Y.—Otsego County Firemen's Association. July 20 and 21.
SHELBYVILLE, IND.—Southern Indiana Teachers' Association. March, 1899.
SPOKANE, WASH.—Washington State Bar Association. July 29.
SPRINGFIELD, ILL.—Illinois Sheep Breeders' Association. Nov. 16 to 18. John G.
SPRINGFIELD, MASS.—State Encampment G. A. R. 1899.
SPRINGFIELD, O.—Master Plumbers' Convention. 1899.
ST. LOUIS, MO.—Wholesale Drug Association National Convention. October, 1898.
ST. LOUIS, MO.—Carriage Builders' National Association. September, 1898. H. C. McLear, secy., Wilmington, Del.
ST. LOUIS, MO.—Independent Order of Red Men. March, 1899.
ST. LOUIS, MO.—American Fire Chief's Association. Oct. 18.
ST. LOUIS, MO.—Grand United Order of Odd Fellows. Geo. E. Temple, 2341 Washington at., secy. Oct. 4, 1898.
ST. LOUIS, MO.—Cattlemen of United States, Canada and Mexico. Autumn.
ST. LOUIS. MO.—Elks' Convention. 1900
ST. PAUL, MINN.—Minnesota Retail Hardware Association. J. W. Clark, secy., Minneapolis, Minn. 1899.
SYRACUSE, N. Y.—Semi-Centennial. Oct. 11 to 17, 1898.
TERRE HAUTE, IND.—State G. A. R. Encampment. 1899.
THE WEIRS, N. H.—Music Teachers' Association. Aug. 1 to 6.
TOLEDO, O.—Letter Carriers' National Convention. Sept. 5, 1898.
TOLEDO, O.—Ohio Bill Posters' Association. May 9, 1899.
TOLEDO, O.—Ancient Order of Hibernians. April, 1899.
TOLEDO, O.—Grand Army of the Tennessee. 1898.
TORONTO, CAN.—Brotherhood of Locomotive Firemen of N. America. 1899.
TORONTO, ONT.—Annual Convention Keeley League. August, 1898. Chas. J. Paddock, secy., 269 Dearborn St., Chicago, Ill.
TORONTO, ONT.—Carnival. July 18.
VANCEBURG, KY.—Junior Order of United American Mechanics. 1899.
WASHINGTON, D. C.—Episcopal Church Convention. October, 1898.
WASHINGTON, D. C.—National Educational Association. July 9 to 14. Irwin Shepard, secy., Winona, Minn.
WASHINGTON, D. C.—National Educational Association. July 7 to 13. Arthur O'Neill, secy., 1410 G St.
WASHINGTON, D. C.—Knights of Malta Annual Convention. Oct. 17 to 21.
WASHINGTON PARK—G. A. R. Encampment. Aug. 8 to 14.
WATERVILLE, ME.—Annual Session, Grand Lodge I. O. G. T. Aug. 27 and 28.
WAYNE, ME.—Centennial Celebration. Aug. 18.
WHEELING, W. VA.—Reunion of the Society of the Army of West Virginia. September, 1898.
WINTERPORT, ME.—Twenty-sixth Maine Regiment Association. Aug. 17.
WORCESTER, MASS.—American Antiquarian Society. Chas. A. Chase, secy. October, 1898.

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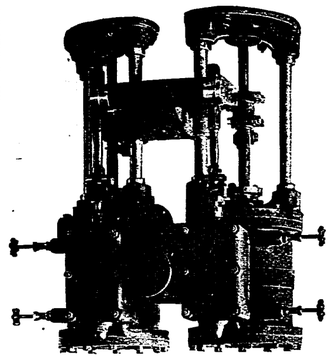
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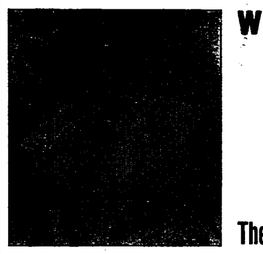
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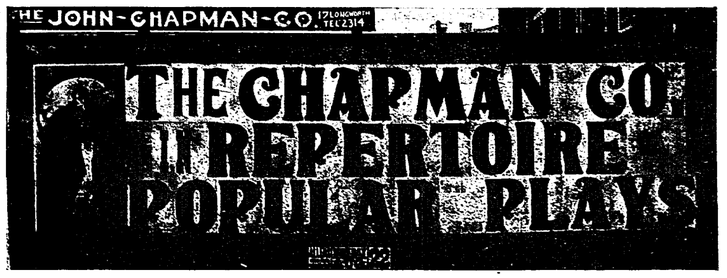

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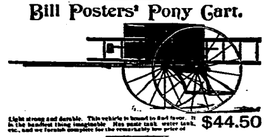
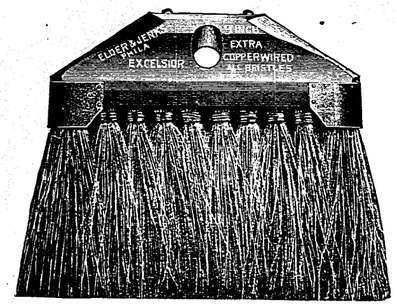
Bill Posters' Push Cart.
Cross for small towns and short routes in cities. The style of cart recently gone into among the hill districts of England, where it is regarded as a great convenience for the rapid conveyance of all articles which are not too bulky. It has two wheels and water tank. The tanks are lined with zinc, and the one which contains the water is provided with a faucet.

They are hence fully painted, substantially built. Will last a lifetime, and I will throw in the pleasantness to boot your order. No extra charge for painting 6 or more on the same. $24.50 EACH.

Bill Posters' Pony Cart.

Light strong and durable. This vehicle is bound to find favor in the hearts of those imaginative. Has water tank, water tank, and will not break down. $44.50

Bill Posters' Wagons.

We make them in almost infinite variety. We have them with shafts and with poles, with or without tops, in fact, in every style imaginable. This is one we make in three sizes, as follows:
A—$90.00. B—$100.00. C—130.00.
Address JOHN H. MICHAEL, Manufacturer Bill Posters' Vehicles, 225, 227, 229 East 8th St, CINCINNATI, O.
We have just completed a new distributor's wagon. It is a marvel of convenience and utility. Photos free to intending purchasers.



Bill Posters' Paste Brushes.

The most practical Brush made. Copper wired and protected corners.

Improved Light Weight Block.

VERY STRONG, WITH SAFETY SCREWS.

GRAY RUSSIAN BRISTLES.

Quaker City, 9-inch, $24.00 per dozen, $2.50 each.
Excelsior, 9-inch, $30.00 per dozen, $3.00 each.
Extra Extra, 9-inch, for circus use, $39.00 per dozen, $3.75 each.

BLACK CHINA BRISTLES.

No. 1, Royal, 9-inch, $21.00 per dozen, $2.25 each.
No. 2, Royal, 9-inch, $27.00 per dozen, $2.50 each.
No. 3, Royal, 9-inch, $30.00 per dozen, $3.00 each.
8-foot Curved Handles, 50 cents each.

ELDER & JENKS, Brush Makers,
127 North 5th St., Philadelphia, Pa., U. S. A.

NEWPORT KY. the metropolis of Campbell County, and Dayton, Bellevue, and Brilliant, and 7 minor cities. Our Boards reach a gross population of 60,000. **G. H Otting & Son**
Member A. B. P. & I. A. D. York St., Newport, Ky.
Sole Licensed Bill Posters in Campbell County.

SAY FRIENDS!

If people will read my advertisement in this paper, they will surely read yours when posted in good locations or when distributed properly. We guarantee all work. No boys, but men with fifteen years experience. Capacity for County of Appanose, 2,000. For Posting 3,000. Signs, Bills, Circulars or Samples, 10,000. Write for prices and route list. Yours respectfully,
ROOT & FRINK, Appanose County Bill Posters
CENTERVILLE, IOWA.

A SPECIAL OFFER
—OF—
Business
The Office Paper

FOUR MONTHS FOR 25 CENTS.

BUSINESS will be sent to any address for four months for 25c as a trial.
BUSINESS is a paper for business men, and treats upon all subjects in which business men are interested.

SUBSCRIPTION $1.00 A YEAR.

BUSINESS PUBLISHING CO.,
13 Astor Place, New York.

HARKNESS BILL... POSTER.
New Boards. Locations the Best.
STOCKTON, CAL.

HUTCHINSON, KAS. Population, 10,000.
W. A. LOE, City Bill Poster, controls all the billboards. Bill posting, distributing and tacking solicited. Office, 102 Opera House Block.

OSWEGO, N. Y. Also Sodus, Pulaski, Watertown, Minetto, Phœnix,
F. E. MUNROE, Fulton and Mexico Best of
Bill Poster and Distributor. references.

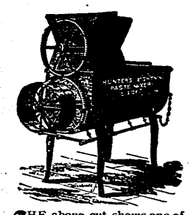
Wilmington Bill Posting and Distributing Co.,

WILMINGTON, DEL.
POPULATION OF CITY, 75,000.

JESSE K. BAYLIS, } PROPRIETORS
GEO. W. JACKSON, }

OFFICE: GRAND OPERA HOUSE.

TAMAQUA, PA. Pop. 8,000. Bill Poster, Distributor and Sign Tacker. Geo. A. Jacobs, L. B. 446. Member I. A. of D. ††



THE above cut shows one of our Paste Mixers for Bill Posters. We make three grades (Good, Better, Best). Prices to suit all.
Our catalogue tells all about them. It is sent free on application.

JUST SUPPOSE

That there was a machine that would make you from three to five dollars a day. would you buy it?

AS A MATTER OF FACT

There is such a machine. It makes more paste from less flour than you can well imagine. It makes better paste cheaper than you think.

Take a Minute and a Postal—write us and we will tell you all about it.

J. H. DAY & CO. 1144 R. HARRISON AVE. CINCINNATI, O.

Do You want to reach about 20,000 of the most intelligent and well-to-do people in the United States through a medium that has the respect and confidence of its readers, because it excludes advertising of a doubtful kind from its columns? If so,

ADVERTISE IN **PUBLIC OPINION**

The nature of the articles reproduced in PUBLIC OPINION is the surest index to the character of its constituency. The departments of American and Foreign Affairs, Sociology, Science, Religion, Letters and Art, and Business and Finance are supplied each week from a sifting of the best articles that can be selected after a reading of about 3,000 newspapers, magazines and reviews both American and foreign. If you are not familiar with PUBLIC OPINION let us send you a sample copy and talk with you about advertising rates.

IT WILL PAY YOU. (IT PAYS OTHERS.)

THE PUBLIC OPINION CO.
13 Astor Place, - NEW YORK CITY.

MEMPHIS, TENN.
VAN BEUREN & CO.,
Bill Posters and Distributors. 43 GAYOSO St.

ROBERT E LINN LUCE,
READERS OF NEWSPAPERS AND DEALERS
IN NEWSPAPER INFORMATION
UNDER THE NAME OF
—THE—
Press Clipping Bureau
—AT—
13 Chambers St., New York.
68 Devonshire St., Boston.
Comm'l-Tribune Bldg., Cincinnati.
Railroad Bldg., Denver.
(Address the Nearest Office.)

ALLEN'S PRESS CLIPPING BUREAU

Deals in all kinds of NEWSPAPER INFORMATION. Advance reports on all contract work. Main office, 510 Montgomery street. SAN FRANCISCO.

O. P. FAIRCHILD & CO.
BILL POSTERS AND DISTRIBUTORS
24 East Fifth Street,
COVINGTON, KY.

AN EPOCH AND AN OPPORTUNITY.

Edited by John Clark Ridpath. **THE ARENA.**

$1.00. Six Months, $1.00.

AN EPOCH IS AT HAND. The century is making history at its close. War is on between the United States and Spain. Every nation of the world is in a state of transformation. The car of progress is following the sun. The human race is groping out of bondage towards freedom and fraternity. THE ARENA leads in the cause of manhood and emancipation. It leads in the battle for truth and right. It leads in the assault upon the entrenchments of privilege and power. It leads the columns of the people in their insurrection against political and plutocratic tyrants.

THE YEAR 1898 WILL DECIDE MUCH. It will decide whether the American House of Representatives shall be rescued from the money oligarchy and be restored to the people. It will decide whether the administration shall continue to misrepresent the great republic.

THE ARENA WITH THE JULY NUMBER BEGINS ITS XXth VOLUME. The following six months will be a crisis in our history, and if the people win the battle it will be the beginning of a new era in national affairs. Whoever will help to win the victory let him show himself a devoted friend of human progress by supporting the magazine of the people. Now is the time to put on the whole armor. The annual subscription to THE ARENA is $5 50. We offer to all the opportunity of a regular subscription to THE ARENA, July to December, inclusive, comprising the XXth volume,

SIX MONTHS FOR ONE DOLLAR.

THE ARENA will arm you with argument. It will equip you for the battle. It will be a textbook for every lover of liberty.

Specimen copy and Club Premium List free upon request.

THE ARENA COMPANY, Boston, Mass.

E. M. FRITZ
BILL POSTING
AND DISTRIBUTING
OSKALOOSA, IOWA.

GREAT REDUCTION on our Roman Finished Flag Button and other War Goods. We manufacture the *best sellers*. Send for samples.
Juergens Bros. Novelty Co., 194 Broadway, New York.

In offering the services of the

United Press News Bureau

We beg to announce that we have succeeded to and united the several business interests heretofore conducted by the Register Press Clipping Bureau, the Press Cutting Co., the United Press Clipping Bureau, and the E. S. Morrison Press Clipping Bureau.

We are now occupying a space of eight large offices

With a carefully trained force of proficient readers,

And have an exchange list that thoroughly covers every section of the United States and Canada

We feel no hesitancy in asserting that we can fill any order entrusted to us.

Service equal to the best at a price as low as he lowest.

New customers we will serve on trial for two weeks, without charge, provided that if we get an order we charge from the start.

We solicit your patronage.

Respectfully,

United Press News Bureau,
134 VAN BUREN ST.,
CHICAGO.

A DEAD CINCH.

Send us 10 cents, together with the line of business you are in, and we will write you an advertisement, that is sure to bring good results. We design and compile anything from a dodger to a funeral notice. Drop us a card for refererces, etc.

Ref.—J. J. Williams, Mayor, Memphis.

HARRY J. BOSWELL, No. 195 Main St., Memphis, Tenn.

JOHN T. WILLIAMS

SECRETARY AND MANAGER,
N. W. B. P. and Adv. Co.
H. F. TODD, ASSISTANT MANAGER.

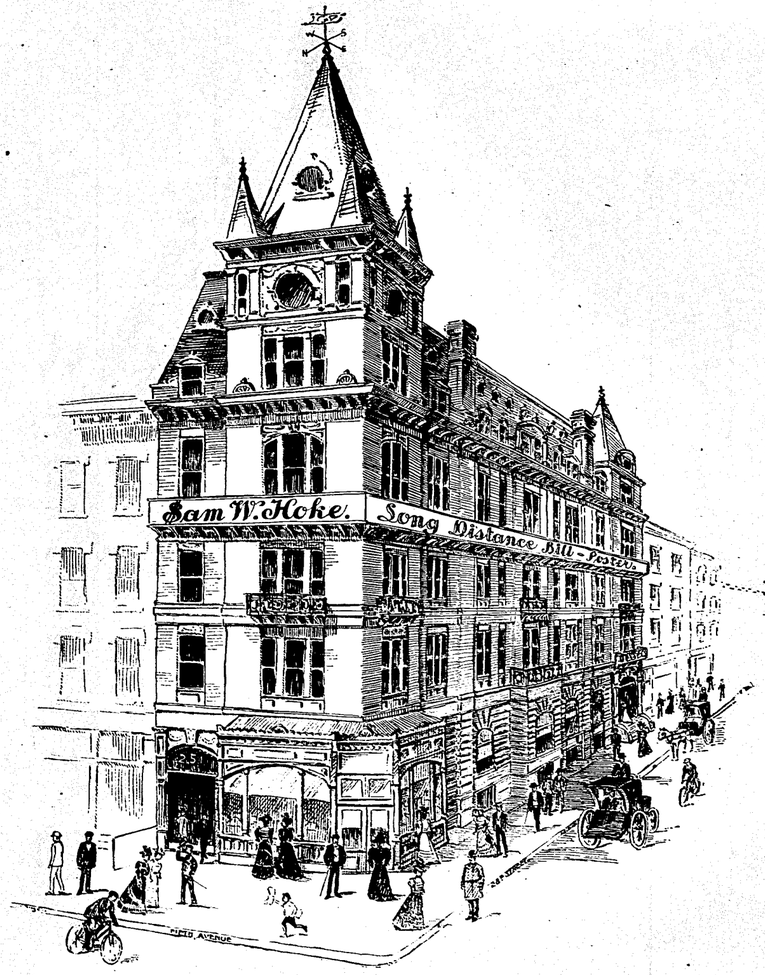
MEMBER OF THE INTERNATIONAL ASSOCIATION OF DISTRIBUTORS.

346 MORRISON ST.,
POP. 90,000.
PORTLAND, ORE.

THE ONLY ESTABLISHMENT ON EARTH devoted EXCLUSIVELY to Long Distance Bill Posting.

YOU can do your bill posting without my help, and you can do your book-keeping without the assistance of your book-keeper. But you can't do either as well as the proper parties can do it for you.

I attend to bill posting and poster printing exclusively if you prefer other methods of advertising, there are others who can serve you better; but if you want bill posting, this is headquarters.



ALL good things have imitators, so be sure to ask for Hoke. $am Hoke, $am W. Hoke, and refuse all base substitutes.

$am W. Hoke

Long Distance Bill Poster,

251 Fifth Avenue,
1 East 28th Street,
NEW YORK.

Phone 2074-38.

IF it is a proprietary remedy you have in mind, it will pay you to write us about it first.

Allow us to show you how you can get more and better publicity from the billboards than by recourse to other mediums.

We can give you advice that is worth having.

If you want to post; by all means, write us about it first.

Billposters, Attention. The Fall trade will soon open up now, and all indications point to the fact that business is going to boom. Now is the time to get after your local merchants. Solicit them every week. Sow the seeds now that spring up later and bear orders. Bear in mind that out of every five firms that make a trial of the boards, one will prove a steady patron. Our posters for Fall trade are now ready. Send for samples. Show them to your more progressive dealers. It will pay you.

Fair Managers, if you have not placed your order for posters yet, send it to us. We ship promptly. We can ship your order, no matter how big it may be, the very day we receive it. You can get more for your money from us than any other printing office on earth. We have the best posters and more varied designs than all other houses combined. Samples free.

WHEN you use Donaldson Paper, you buy and pay for honest paper.

The paper will not fade under the effects of sun or rain. Neither will the inks.

Both are as near being permanently non-fading as human ingenuity can make them.

And it costs little if any more than cheap and inferior makes.

POSTERS FOR RETAILERS—Any kind for any business under the sun.

CHRISTMAS POSTERS. We will have better designs and a greater variety of them this season than any other printing office in America. Some are finished now. All will be completed before September 1. We will send samples of the one-sheets free. The larger posters (from three-sheets to 15-sheets) we will sell from half-tone illustrations. Do not place your order until you have written us about it.

NOTICE—We will not be responsible for errors in crosslining unless copy for same is typewritten.

DISTRIBUTORS—We sell the best Magnetic Tack Hammer in the world. Two section handle, $2.00 each. Three section handle, $2.50.

The Donaldson Litho. Co.

CINCINNATI, O.

THE BILLBOARD

VOL. X., No. 9. CINCINNATI, SEPTEMBER 1, 1898. PRICE 10 CENTS PER YEAR, $1.00

THE CHICAGO MEETING.

The Complete Stenographic Report of the Convention of The International Association of Distributors.

Held at Chicago, July 19-21, 1898—The Minutes of the Meeting reproduced entire—Somewhat tardy, but interesting and instructive.

Owing to a delay on the part of the stenographer, the minutes of the Chicago meeting did not reach us in time to appear in our August issue. In spite of the tardiness, however, we believe it best to reproduce them this month, because there is much in them that can be read with profit by members of the I. A. D., and distributors at large, as well.

The report is given in full, and though it will consume some time to get through it, it will amply repay the reader.

Convention called to order at 10:30 a. m. by the President, Jos. Reid.

A committee on credentials was appointed and after a short discussion it was moved, by W. H. Steinbrenner, that the convention be adjourned, to meet at 2 p. m. sharp; which motion, after being duly seconded, was submitted to the vote of the house, and unanimously carried.

JULY 19, 2 P. M.

Convention called to order by the President, Jos. Reid.

Second order of business: "Filling vacancies in office by temporary appointment." Pending the absence of the First and Second Vice Presidents, Mr. W. C. Tirrill, of Lima, O., and Mr. O. P. Fairchild, of Covington, Ky., were appointed by the President to fill said vacancies.

Third order of business: "Roll call of the members by the Secretary."

W. H. Steinbrenner, Secretary-Treasurer, before calling the roll, stated that he had arranged the roll alphabetically, according to the States, and proceeded to call the names of the members of the association, many of whom were present, and answered to the roll call.

Fourth order of business: "Appointment of Committee on Credentials."

The President here stated that the nature of the office of Secretary necessitated having two members of the association to act with him in case there was anything to be done; that he and Mr. R. S. Douglass had gone over the books with Mr. Steinbrenner, anticipating that some few would be behind in their dues. Such Credential Committee reports that almost the entire membership is in good standing, with the exception of a few, who are in arrears, and suggests that those members who have persistently refused to conform to the constitution and by-laws of this association be dropped from the organization.

Mr. Douglass read as follows:

We, the Credential Committee, would respectfully report as follows:

M. Weintraub & Co., Providence, R. I.	$7.50
W. A. Walters, Philadelphia, Pa.	10.80
W. W. Wakefield, Denvers, Mass.	6.15
Maurice Weintraub, Boston, Mass.	9.30

It was moved by Mr. Curran and duly seconded by Mr. Tirrill, that the persons whose names were just read as being delinquent in dues, should be dropped from the association; which motion was put before the house by the President and unanimously carried.

Mr. Douglass asked to be allowed to introduce to the convention Mr. H. T. Hayes and Mr. Venus, of the Dr. Chase Company; Mr. Hibbard, of the Boston Institute, of Chicago, and Dr. Burkhart, of Cincinnati. The visitors were welcomed by the President, who said that there would be an opportunity given for each of them to make a talk before the adjournment of the convention.

Fifth order of business: "Report of the President."

The President: This gives me an opportunity to make a speech, but I will relieve you who know me best, by announcing that I am not going to do anything of the kind. I have been considering this matter a great deal and had thought that I would make the speech of my life on this occasion. There are a few things I wanted to recommend in making this report. I notice in our Rules of Order we have no Committee on Laws and Revision of Laws. I think in the old constitution we certainly had a committee to act along this line, and while perhaps it would not be wise to appoint such a committee at this time, I desire that the matter should not be forgotten. I am in duty bound to make a report here, but I am not prepared. However, my reports made quarterly are in the hands of the Secretary-Treasurer, and are here, and can be referred to. I intended to prepare a special report for this occasion, but the last few days have been fully occupied. I am most happy to say that the association is in good condition, our number has been increased largely over two hundred during the past twelve months, and we have otherwise improved our condition in a most satisfactory manner. Anything further I do not care to say, but if you feel as I do about the appointment of a Committee on Laws and Revision of Laws, I will be glad to hear a motion to that effect.

Louis H. Ramsey moved that a committee be appointed by the President, on Laws and Revision of Laws.

The motion being duly seconded by Mr. Case, was submitted to the house by the President, and was unanimously carried.

The President: The motion did not recommend any number. I don't believe in having a committee too large; neither do I believe in having the committee too small. If it meets with the approval of the convention, I will make the committee five. There being no objections raised, I suppose that number will be satisfactory. I want to put both the Secretaries on that committee—Mr. Steinbrenner and Mr. Case—and I will add Mr. Leonard, Mr. Bryan and Mr. Curran. The members of this committee will necessarily have to meet when the convention is in adjournment.

There being no objections, these five gentlemen will constitute our standing Committee on Laws and Revision of Laws.

The President: The sixth order of business comes next, "Report of Secretary-Treasurer."

Mr. Steinbrenner read the following report:

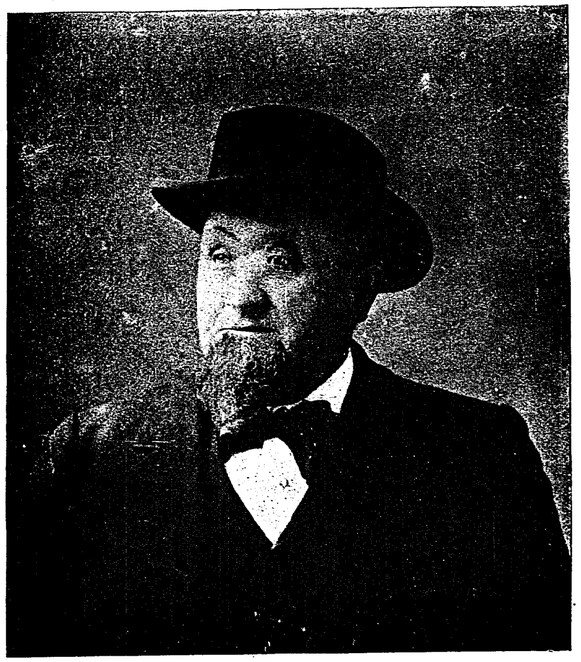
Mr. President and Gentlemen.—In submitting this, my annual report of the business handled by me in my capacity as Secretary and Treasurer of the International Association of Distributors, I desire to direct your attention particularly to the vast amount of hard work involved. Among other things, I have written upward of forty-six hundred letters on association business; in addition thereto, I have mailed to advertisers twelve thousand circular letters. I have also mailed out two thousand letters and lists of members, and sent out one thousand invitations. This in itself involves a vast amount of time and work.

Cash received is as follows:

Cash on hand July 14, 1897	$21.49
Initiation fees and dues received	1,457.17
Received from Dr. Miles	28.85
Received from J. L. Hill	26.40
Making a grand total of	$1,533.91

Our expenditures have been as follows:

Postage	$65.62
Case	87.75
Printing	332.70
Typewriters	185.00
Miscellaneous	32.41
Dr. Miles	28.85
Quinn B. P. Co. Dist.	5.00
Membership fees returned	7.00
Yanagcle	1.85
Reid	22.71
Moulton Adv.	15.00
Kane Adv.	9.80
Billboard	163.00
Stenographers	178.57
Alchene Printing Co.	9.83
J. L. Hill	12.10
	$1,366.39



COL. BURR ROBBINS.

Total amount received	$1,533.19
Total amount expended	1,366.39
Cash on hand	$141.12

Taking the first item of our expenditures, to-wit, postage, I respectfully beg leave to submit the following itemized account:

Circulars soliciting members	$112.52
Reports of 1897 meeting to members and others	48.00
Letters, application blanks, constitutions	189.50
Postal cards	10.00
Cuts to members	5.00
	$365.02

Taking the account of printing in like manner, it will be found that our account was $332.70, as above stated. On this account, I deemed it best to itemize the list of printing which we had had from them, in order that it might be better understood. I submit it, as follows:

11,000 letter heads.	
13,500 envelopes.	
12,300 letter circulars.	
10,000 large envelopes.	
2,000 application blanks.	
2,000 constitutions.	
5,000 four-page circulars.	
500 copies Advertising List.	
1 line cut and signature.	
87 cuts, Tacker Dis. and Center Piece.	
400 badges.	
1,500 printed receipts.	

My report would not be complete, either, without I included an itemized account of the association's indebtedness, which is as follows:

Due Hennegan & Co.	$ 42.40
Due "The Billboard"	106.00
Due on typewriter	70.00
Due President Reid	3.60

During the year we have added to our list 217 new members. We have dropped twelve members for cause and non-payment of dues, and at present have in good standing 309 members. There are dues unpaid and owing to the association outstanding to the amount of $211.70, most of which will be paid as soon as the fall business opens up. While we have added 217 new members, we have rejected 471 applications and returned 36 applications on account of already having a member in the town from whence the application came. We have on hand at this time thirteen applications, which are undergoing the customary rigid investigation.

I have been somewhat criticised for mention made of the International Bill Posting Association. I wish to embody in my report an explanation of the episode. The International Bill Posting Association was very lavish in the notices which it gave our association, and I deemed it only courteous to extend them the two notices which I did. My only intention was to reciprocate their courtesies. I want to go on record here as having no affiliation with either of the bill posting associations. I am not in the bill posting business, and, furthermore, I do not believe our association should form any entangling alliances with other associations.

I wish also to suggest a change in the constitution and by-laws. Heretofore it has been our custom, upon taking in a new member, to give him the exclusive franchise of a city or county, as he might wish. Some asked for counties and some for cities, and this gives rise to endless confusion. We ought to have it one or the other. I personally favor giving one man one city only.

As I said at the beginning of this report, I wish to direct your attention to the vast amount of work involved in conducting the office of Secretary and Treasurer. It has occurred to me that some of the burden might be taken from me by separating the two offices, and electing a Treasurer. I do not know, though, that this would bring the desired relief. I am afraid that if the Treasurer was a resident in some far distant town that it would only increase the work of the Secretary by necessitating additional correspondence between the two offices, and the delays incident thereto might on occasion hamper and impede the Secretary in his work.

One thing is absolutely necessary, and that is that the Secretary be allowed $1 a day for a stenographer. A good, competent and capable stenographer can not be had for less. I have not been able to secure and keep one upon the present amount allowed me, and for that reason I seriously recommend that you consider the question of increasing your allowance for this class of service.

I also recommend that this association extend a vote of thanks to "The Billboard" for the very able and efficient assistance it has loaned us during the past three years. It has worked hard and tirelessly. Everything that it could possibly do to further our organization or extend its scope, it has done, and done readily and willingly. Much of our growth is directly due to the efforts they put forth in our behalf. An acknowledgement of our appreciation would be a graceful tribute to our friend and ally, "The Billboard."

It has also been suggested that this association adopt a uniform for its journeymen distributors. This uniform to be the same in all cities. It has been further suggested that a brass button of some suitable design be adopted, and that this button be also used on all the uniforms alike. A lapel button of recognized and uniform design has also been suggested. All of which I submit for your consideration. Very truly yours,

W. H. STEINBRENNER.

President: You have all heard the report of our Secretary-Treasurer—what will you do with it?

L. H. Ramsey: I move that the report of the Secretary be received as made, and placed on file; and also that a vote of thanks be extended to our Secretary.

Motion being duly seconded, was placed before the house by the President, and unanimously adopted.

President: We now come to the seventh order of business, "Report of Soliciting Secretary." We will now hear his report.

Mr. President and Brother Members.—In accordance with Art. VI., Sec. 4, of our constitution and by-laws, I beg herewith to submit my report for the year just ended. Like my predecessor (Mr. Jas. L. Hill), when I assumed the duties of this office I found absolutely nothing in the way of information, either regarding our members and their territory or the advertiser who was friendly to our association. Much valuable time has been taken to gather up and arrange information concerning the members, their territory, prices, etc. I am pleased to say that I have these points of reference arranged now nearly to my satisfaction, and with a very few exceptions am enabled to state to the advertiser the price of the different class of work he may wish to place, also the class of service he will receive at the hands of that particular member.

During the year ending July 16, 1898, I have received letters as follows: From m m-

bers, 1,552; from advertisers, 976; from distributors, not members, and seekers after information, 427.

During the same time I have sent out letters as follows: To members, 1,544; to advertisers, 934; lists of members sent to advertisers, 421; to distributors, not members, and seekers after information, 418; postal cards sent out, 495.

During this time I have paid as postage dues, $1.68.

The items of expense may be summed up as follows:

Postage	$80.25
Express charges	2.65
Service of stenographer	2.00
Office expenses, books, paper, ink and pens	3.05
Total expenditure	$87.95

During the past year I have received from the Secretary-Treasurer the sum of $87.25.

During the year I have placed work with the members at different points to the amount of $687.33, and at the present time am placing it in Pennsylvania, (with the exception of Pittsburg and Philadelphia), and I am sure that our members will all have their share of work this fall.

It is not my intention or desire to censure any member for neglecting to report promptly any new work or inquiry, he may receive concerning work, but I would recommend the passage of an article, for insertion in our constitution and by-laws, making it compulsory for a member to report at least every thirty days. This would enable this office to issue a list of tips that would be strictly up to date.

I have been fortunate in settling several matters between the advertiser and the distributor without having recourse to the Executive Committee, with a probable loss to the association.

I have found it necessary to prefer charges against one or two of our members, and have referred the papers to the Executive Committee for action.

Trusting I have covered the ground to your satisfaction, I remain, Yours fraternally,

W. H. CASE, Soliciting Secretary.

President: You have heard the report. What is your pleasure?

L. H. Ramsey: Mr. President, I move that the report of the Soliciting Secretary be received and adopted as read.

The motion being duly seconded, was put before the house by the President, and unanimously adopted.

Mr. Tirrill: Mr. President, I think if the Soliciting Secretary has preferred charges against any of the members of this association, the names should be read out. I therefore move that the Soliciting Secretary proceed to the reading of as many charges as he has in his possession.

The motion, after being duly seconded, was put to the vote of the house by the President, and unanimously carried.

Soliciting Secretary, (referring to letters)—First, we have a charge against J. H. Beltz, advertiser, signed by Wilford Hope. (Reads letter.) The only defense he appears to make is his letter, which I now read. (Reads letter.) These are all the papers I have in this case.

Member: Mr. President, I believe Mr. Geo. M. Leonard has some information on that particular case.

Mr. Leonard Mr. President, I will state for the benefit of the members that I went to Scranton, Pa., in February or March, and stopped at the Hotel German. I sent out a dozen letters inquiring who the prominent distributors were, and was answered back by all that Reese & Long were. I went to this man's house, walked two blocks in the mud, did not find him, and could gain no information. I made inquiry at a grocery store and a drug store, and was informed that he distributed his bills by sending them out with boys. Afterwards, these communications were sent to me to present here. The first complaint was made under oath; the man who makes the written defense has not done so under oath.

Mr. Hill: Mr. President, it occurs to me that under Art. IX. of our constitution we are superseding our authority by taking this matter away from the Executive Committee.

President: I gather this idea, that the statement should probably come before the Executive Committee, but when we are assembled in convention, we are the Executive Committee—we include the whole.

Secretary reads a letter from Charleston, S. C.

Some time ago Mr. Keogh wrote me a letter, saying that Hood and Miles had taken their work away. I wrote, asking what he had done, as these two firms were slow in taking their work away from any one.

Secretary reads letter from Dr. Miles, stating that the charge was made against Keogh because work was not being done in a proper manner, and failing to meet their representative, Mr. Keogh stating that he did not have time to talk to Dr. Miles' agent.

Mr. Hill: Mr. President, the greatest trouble we have is that men come into this association and then they get to feel that they are little gods; when an advertiser comes along, he has to get down on his knees to them. I make it my business to get to the advertisers as quick as possible, and I think the sooner these men find out their business the better it will be for all of us.

President: I heartily agree with the Executive Committee in this matter, and the single proposition, "He hadn't time"—that alone makes him unworthy of membership in this association. A man to hold a membership here must be just as prompt in attending to a message left on a slate as any other—that much attention is due from him to the association, if not to the message.

Soliciting Secretary: I have another charge of such a bulky nature, I think it had best be referred to the Executive Committee—against A. P. Phillips, Conneaut, O.

President: The Secretary had better read one or two of the letters.

One letter was read, making charges, and the answer of Phillips.

A portion of another letter was read, bearing on the same subject, the right of franchise in a district which had been transferred, and now in all probability two men are doing distributing there. There must be some law along this line.

Mr. Curran: The situation is somewhat similar to the one in Pueblo. We claim the franchise there. This man Mitchell worked for us and did all that he could to undermine us, until I was forced to put him out, then he started in, in opposition, and in about six months we bought him out, and I sent a copy of the bill of sale to the Secretary; also a copy of the letters and everything else.

President: I have heard all of this case.

Secretary: Mr. President, the reason that was not voted upon, I find that sending a complaint to the Executive Committee to be acted upon is a long piece of work. I further state that I saw the bill of sale, etc., and I believe Mr. Curran is in the right, and owns the franchise.

President: I would say that I think Mr. Steinbrenner has never failed to send me reports, and I have undertaken to settle a great many, and have settled a great many cases; when we have to go around to look up the members of the Executive Committee, it takes a great deal of time.

Mr. Steinbrenner then read the minutes of the preceding meeting.

Mr. Hill: Mr. President, I understand from the report just read that the President was empowered to approve of bonds offered by the association. It should have been made by the Secretary and Treasurer to the association.

President: I have never had the pleasure or honor of signing any bonds for the association or for Mr. Steinbrenner. If there were any bonds required, he would have no trouble in obtaining them. The association has required no bond. I was the person who raised the question of a bond, but it was neglected, and knowing the condition of the Treasury all the time, I did not feel that bonds were needed.

Mr. Leonard: Mr. President, as our association is not incorporated, a bond would be no good. As far as Mr. Steinbrenner is concerned, any loss to the association incurred through him I stand ready to make it good.

Mr. Leonard further stated that he thought in time the association would grow to such immense proportions that it would have to be incorporated, and when that time comes there will be money enough in the Treasury.

President: I want to tell Mr. Leonard that he was appointed on a committee for that purpose, and was not here to hear of his appointment.

Minutes of last meeting approved.

President: In regular course of business we now come to No. 10, "Communications and Bills." It has been suggested that we suspend the rules and pass "Election of New Members" and the applications offered for election.

Before we proceed, there will be an application for Scranton, Pa., from Reese & Long. Unless Mr. Beltz is dropped, there can be no action taken.

Mr. Steinbrenner: Mr. President, I wish to state that I have an application from Reese & Long for Dunsmore. If that is not in the same county as Scranton, they have two membership fees to Pennsylvania.

President: If I understand you correctly, their application covers territory not covered at this time.

On motion, made and duly seconded and put before the house, Messrs. Reese & Long were elected for the territory not covered.

Mr. Murphy is introduced.

President: We sent for you, Mr. Murphy, on account of an application for membership in this association, and we all wanted to see you. I extend you a hearty welcome.

Mr. Murphy: Am I elected, or not?

President: You are not.

Mr. Murphy: Then I can not thank the gentlemen.

This application of Mr. Murphy was under the firm name of The American Bill Posting & Distributing Co., Brooklyn, N. Y.

Mr. Leonard: Mr. President. As a member of this association, I have been to Brooklyn four times; I have known Mr. Murphy for nearly thirty years; they have one of the finest plants for bill posting in the city. We want a good representative in Brooklyn. I don't know of a man who will fill the bill any better than Mr. Murphy.

President: Mr. Murphy, I would like to ask you a question: Which branch of this business do you keep upstairs, bill posting or distributing—which one do you hold in advance? Do you set as much store on one as on the other?

Mr. Murphy: I have always made my money on bill posting—made more from that than distributing.

President: But whatever distributing you get, you get it with the same desire to have it as well done as your bill posting?

Mr. Murphy: Everything we have done in the last thirty-five years we have done to the best of our ability.

Motion made and duly seconded, placed before the house by the President: Mr. Murphy is unanimously elected.

Calls for "Speech! Speech!" by the entire convention.

Mr. Murphy: Mr. Chairman and Gentlemen.—I hope you will only expect me to say that I am thankful to you on behalf of the American Bill Posting & Distributing Co.; very thankful to you, one and all.

We have an application from Charles O. Miller, Millersburg, O. This application is signed by men who I have no doubt are perfectly reliable.

Mr. Hill moves that Mr. Miller be received as a member. Motion duly seconded and put to the house by the President.

Mr. Miller unanimously elected.

President: We shall expect a speech from you, Mr. Miller.

Mr. Miller: Mr. President and Gentlemen.—I am very much obliged to you; I will try to do my duty as a distributor—not being a speech maker, you must excuse me.

We have one more application which has not been acted upon—that of DeLong & Biederman, of Joliet, Ill.

On motion, duly seconded and put to the house, Messrs. DeLong & iBederman were unanimously elected.

President: Mr. DeLong, you are unanimously elected, and a speech is called for.

A member: Now is the chance of your life, Mr. DeLong.

Mr. DeLong: You say it is the chance of my life. If I serve this association as I served Uncle Sam from 1861 to 1865, I will do myself proud—I got a discharge with eleven engagements on it.

Cheers.

Secretary: If Mr. DeLong serves the association as he has Uncle Sam, it will be a life-time job.

President: We will now attend to the tenth order of business, "Communications and Bills."

Secretary: I wish to say, before going to any other business, there was an application to be made out for a Buffalo firm.

President: While you make it out, we will call on the Executive Committee to make a report of these cases.

Mr. Douglass: Mr. President. I have been delegated the duty of making the report for the committee. Will say that we have several cases; the one calling for the most care and trouble was the Heverin case, of Louisville, Ky., about which I had three or four letters. We gave the case our thorough and careful consideration; we had charges preferred from one or two firms for bad service, and we unanimously agreed that Heverin be dropped.

There was the case of John H. Owen, Detroit, Mich. About the only thing we found was that Mr. Owen had made a fool contract. We disposed of the matter by having Mr. Owen satisfy the advertiser, and the President issued a reprimand.

There are the four members, M. Weintraub & Co., W. A. Waters, W. W. Wakefield and Maurice Weintraub, whose names have been already dropped on account of being delinquent in payment of dues.

In regard to the complaint in writing against John H. Beltz, of Scranton, Pa., we agree that Mr. Beltz should be dropped from the association, leaving a vacancy which is now ready to be filled.

In regard to the charge against Charles W. Keogh, of Charleston, S. C., I believe it is not only the feeling of the committee, but of the entire membership, that his name should be dropped.

Mr. Steinbrenner: Mr. President, we have an application from Buffalo, (including Tonawanda), from Whitmere & Fillbrick, indorsed by Mr. Otting, Mr. Ramsey and Mr. Leonard.

It was moved and seconded that the application should be accepted on recommendation.

Motion unanimously carried.

Mr. Leonard states in substances that he was located in a county where there were several good towns, but he did not think it was for the good of the associatin that he, or anyone, should be entitled to the control of all the towns in his county unless he paid the stipulated fee for each town; if he wished to control three or four towns, he should take out an application for each town.

Member: It was my understanding that it was not the county I paid tax on, but the population.

President: Gentlemen, we will come to the discussion of this subject in a short time. We will now go back to No. 10, "Communications and Bills."

Mr. Steinbrenner: Mr. President, I would say that all the bills we have are included in my report already read.

President: Gentlemen, lest some of you might think that the office of President was a salaried office, I want to say my business transactions are all in the hands of the Secretary. I desire to say that I send out all the certificates; each one costs about four cents; in addition to that, I send a letter, two cents' postage. My bill of $21 was all accounted for in proper form each quarter; it goes in the way stated, not as salary.

Secretary: We will read a letter from Wildes Brothers, general advertising agents and distributors, Portland, Maine, dated June 17, 1898. (Reads letter.)

Mr. Murphy: Mr. Secretary, have you many more letters like that; if you have, I must be excused to take a drink.

Mr. Pease states that he dislikes to interrupt the order of business, but it is necessary for him to go home, and asks to leave some of his little booklets for distribution among the members of the association, that he soon intended to send out in a large quantity for distribution throughout the country.

Mr. Leonard begs to inform the gentlemen that any town he sends work to, and it is not properly done, to inform the Secretary.

Mr. Fairchild thinks it a good idea if the advertisers watch the distributors and report to the Secretary if work is not well done.

Secretary reads a letter from Mr. John T. Hudson, Pittsburg, Pa., Second Vice President.

A letter read from Valle & Bro. Advertising Co., Brownsville, Texas. A letter read from Killmore Chemical Co., Fletcher, O. Communication from D. J. LeFebre Advertising Co., Manchester, N. H., in which "The Billboard" was criticized, which letter it was moved to lay on the table. Motion carried.

Mr. Steinbrenner: Mr. President. I would like to say in regard to "The Billboard," I think we owe "The Billboard" more than any one individual. They stood by us when we had no money; they printed our advertisement when we did not have any chance, it seemed, to pay them, and they told me that if we could not pay, they would make us a present of it. I think we get a great many more free reading notices than we pay for. I am not saying this because they are personal friends of mine. My first thought was not to bring this letter to the convention, but he (LeFebre) was entitled to have it read.

Member: I think "The Billboard" has been doing all that it possibly could for the association; the only trouble is the association members do not write more for it; I concur with him in reference to the "Ajax" letter. I live in a small town, and I did not write.

Member: I think "The Billboard" knows what is right, and I am sure it knows how to please the association.

President: As this letter is tabled that certainly ought to satisfy "The Billboard."

Letter read from J. F. O'Mealia, Jersey City, N. J.

Secretary: We have invitations from Cincinnati and Detroit for our next convention.

Letter read from Gustav Tafel, Mayor of Cincinnati, and a letter from the President and Secretary of the Cincinnati League.

Letters of invitation also read from M. Maybury, Mayor of Detroit; O. A. Bierce, Secretary of the Detroit Convention and Business Men's League; also, letter read from W. S. Pingree, Governor of Michigan.

Mr. Leonard: We met in Detroit a few years ago, and they had a big fire for our entertainment.

Secretary: We also have two telegrams from Detroit, as follows:

"International Association of Distributors, in Convention Assembled, Leland Hotel, Chicago: Business Men's League sends cordial greetings and urges favorable consideration of Detroit's invitations. O. A. Bierce, Secretary."

Also a telegram from the Mayor, as follows:

"Detroit, Mich., July 19, 1898.

"To International Association of Distributors, Leland Hotel:

"On behalf of our citizens, I desire to renew invitation to meet in Detroit next year. We want you to hold your deliberations here and partake of our hospitality.

"M. C. MAYBURY, Mayor."

Mr. Krutz, of Goshen, Ind., offers the following resolution: "Resolved, That this association extend an invitation to the American Bill Posting Co.; C. B. Hood & Co., official solicitors of the Associated Bill Posters' Association; Geo. A. Treyser, of the National Advertising Bureau, official solicitor, and the Chicago Bill Posting Co., to the privilege of the floor of this convention."

President: I will say that we are pretty well along with our list; there will be time enough this afternoon to hear them if they are not too lengthy.

A motion was made to the effect that all the parties named in the resolution should be invited to the privileges of the floor during the session. Being duly seconded and put to the vote of the house by the President, it was unanimously carried.

Mr. Fairchild: Mr. President, I think we had better set a time—I, for one, want to be at the association all the time; there is a great deal for us to do, if we do it right; there is no use for us to come here unless we can be benefited.

Mr. Grebe: I move you, we invite the gentlemen to the privileges of the floor to-morrow afternoon at 3 o'clock.

The motion, being duly seconded, was put to the vote of the house by the President, and unanimously carried.

The matter of having the photograph of the association taken in a body was discussed.

It was decided that 9 o'clock, Wednesday, July 20, the association would assemble in a body on the steps of the Fine Art Building and have their photograph taken; the Secretary stating that all those who desired one of the pictures could have same at one dollar each; no one was under any obligation whatever, but it was greatly desired that all would be present.

A night session was favored by some of the members, but it was finally decided not to meet that evening, at any rate, as many of the gentlemen had been traveling all night, and were tired out.

President: We will now take up No. 12, "Unfinished Business." You can spend an hour right here in good, hard work.

Mr. Fairchild: Mr. President, I am a very poor talker, but I think every man can regulate his own business if he will do good work and do it as he contracts to do. There is no need to have scheduled prices. In fact, I advocated it at the meeting at Cincinnati, but I have come to the conclusion that you can't do it. If every man will do his work well, so that the advertiser will go away satisfied and get good results from your work, you can get your prices. I get $2, $2.25 and $2.50, and they don't complain about it. I believe all can get good prices if they will always do good work.

President: I wish, gentlemen, you would confine your speeches to five minutes; as much shorter as you please—as a starter, I should be pleased to hear Mr. Ramsey talk along that line.

Mr. Ramsey: Mr. President. In regard to prices, I don't think it proper to establish a scale of prices unless it be the minimum; the conditions of cities do not warrant an established price; it would shut us out entirely if you raised the price to, say, $2 or $2.50. All we have to do is to stay where we are and do good work, and when we are stronger and better known we can demand our prices.

President: We will hear from Dr. Burkhart.

Dr. Burkhart: Well, I can just say, Mr. President, I am quite a novice in this work; haven't given it much thought; I have only been distributing circulars about seven months. I have had a good deal of this work done by my men, hired in different towns. I think it will be the best policy of the association if you could possibly adopt a fixed scale of prices. My idea has been to adapt the prices according to the work distributed and to the population of the town. Say, a population of from five to twenty thousand, a certain price; from twenty thousand inhabitants to seventy-five thousand, another price; and from 75,000 to 150,000 population still another price. I think just as soon as you can establish these prices you will do the association good; there will be less complaint. All you will have to do will be to send out your scheduled price, and we will all know that we are all the time getting the regular prices. There is a great deal of difficulty arising from the distributors having no fixed price; one man will take the work at $1.50, in large cities; another man will come along and say, "I haven't anything to do; I will take it for less." An advertiser will come along and give you his work at $2.50, not being very well up in the advertising business; he accepts your offer of $2.50; afterwards he finds out that the same man has done similar work for $1.25, and he loses confidence in the distributor in a business way, and if he can get another man to do his work next time, he will do it. Of course I realize the fact that the association is practically in its infancy. But there is no reason it should not grow to a grand work, it is a grand field, by proper and strict attention, honesty and business principles carried out to the letter it will be a grand work, one that you will all be proud of; and it may be, at the present time I would not recommend that you fix a

scale of prices, but it should be arranged at the earliest possible date.

President: Now, Mr. Leonard, we will hear from you.

Mr. Leonard: Mr. President. As far as distributing circulars is concerned, I make it a point to employ men only; my rates have always been from $1.50 to $2 per thousand; there has never been over 25 cents profit on a thousand. I have raised my prices from $1.50 to $1.75 this year; I have written to each of my customers that I could not do the work for less, and everyone says: "Go ahead, and give us the same service you have been giving." I pay my men a dollar a day. I do not think any man who can do good, first-class work can be secured for less than a dollar a day. I don't think any of us ought to employ boys. Where you give a man good service, he will not object if you raise your prices. I think in any ordinary town $1.75 is an average price, and is small enough.

Mr. Curran: Mr. President. There is hardly any work we do for less than $2 per thousand, or $2.50 and $3. We did a lot of work for the Allen's Foot Ease Co.; we sampled seven towns and got $2 a thousand. I went down to see him at Buffalo; he showed me a list of his work he had done at $1.75 per thousand. I made a compromise for 33,000 at $2 a thousand, and got 3,000 cards at $20 a thousand. He told me he got cards in Chicago at a cent and a cent and a half—but I told him that I guaranteed good advertising. I believe in getting $3 a thousand, and no less. Any town we cannot give out 3,000 circulars in, we get 50 cents a hundred. I don't care who the advertiser is; if good, he will not object to fair prices for good service. Some bill posters will post a sheet of paper at four cents a month; now, I get 12 cents a month. I want it to be understood that no man can distribute at less than $2 a thousand. I consider that we can not distribute more than six to eight hundred in a day of ten hours and I pay $1.50 per day for distributors.

Mr. Otting: Mr. President. I want to tell you there is certainly a minimum price, below which work can not be done at a profit, no matter what the town, or what the section of the country, or what the characteristics of the town may be. Therefore, as this association has grown, in my estimation, to be a great, big, powerful association, and as there is behind this association an absolute guarantee for good service, I think this association has a duty to perform—that is, to establish a minimum price, and make that minimum high enough to be profitable, for, unless profitable, it will never amount to much as a business. I would earnestly enjoin you to adopt a minimum price, and as soon as possible to adopt a rigid and fixed price.

J. H. Crownover: I have as large a business as any one here; we have various prices; competition is strong. There are no less than twelve or fourteen men in the business who will make bids from 75 cents to $2 per thousand and a great many advertisers are taken advantage of. Dr. Miles' man came through my territory some time ago and was looking for a man who would do the work at $1.25 per thousand. In my cities, St. Paul and Minneapolis, work can not be done at the same prices; owing to the way the cities are built, one is more compact than the other. I employ men only; I have placed 660,000 pieces this season, and I have about 90,000 pieces of advertising matter to place in the next month; I employ six men and pay them $1 a day, and when out far from home, I furnish lunch. I think at the present time if a scale of prices were fixed for my territory it would drive me out of the business; I have done work at $1.50 and $1.75, and made very little; I sometimes take work at $1.25 just to keep my men employed. I have raised my prices on most of my work now, since I have established my reputation. I think it would be an absurd thing to fix a scale of prices.

Mr. Crownover said much more along this line.

Mr. Hill: Mr. President. I agree with almost everything that has been said in the convention In the South and Southwest there are fewer distributors who actually make a business of distributing than there are in the North and Northeast; for that reason, there is less matter sent out than further East; therefore, for that reason, it is harder for a distributor to get a good price. Now, if you are going to lay down a fixed price, I think it should be a minimum price.

Mr. Murphy: Mr. President. I believe a great deal of time is being lost in this discussion. I believe as Mr. Fairchild does—let every man run his own business, and do it honestly. We ought to know just as well about it as somebody a thousand miles away.

Mr. Steinbrenner: I think there is one other point that has not been touched on yet, in regard to prices. One firm will come into a city and make six distributions a year, while other firms will not come but once a year. I think a distributor can afford to work for less for one than for the other; then, again, there are firms who advertise, and we are doubtful whether we will get our money, and we have a right to charge something extra for the risk. Say, for instance, the Dr. Chase Co. I am working on the sixth distribution in the last twelve months, while we have other firms who come once a year only. Again, in the Dr. Chase work I have the whole territory; other firms, after I have made a price, try to shift me out in some suburb. I think I ought to have a right to charge what I like.

Mr. Grebe: Mr. President. I think the only show is to adopt a minimum price; we all know it costs just about so much to get out anything—there may be some occasions when you want to cut low, to get out and underbid your competitor.

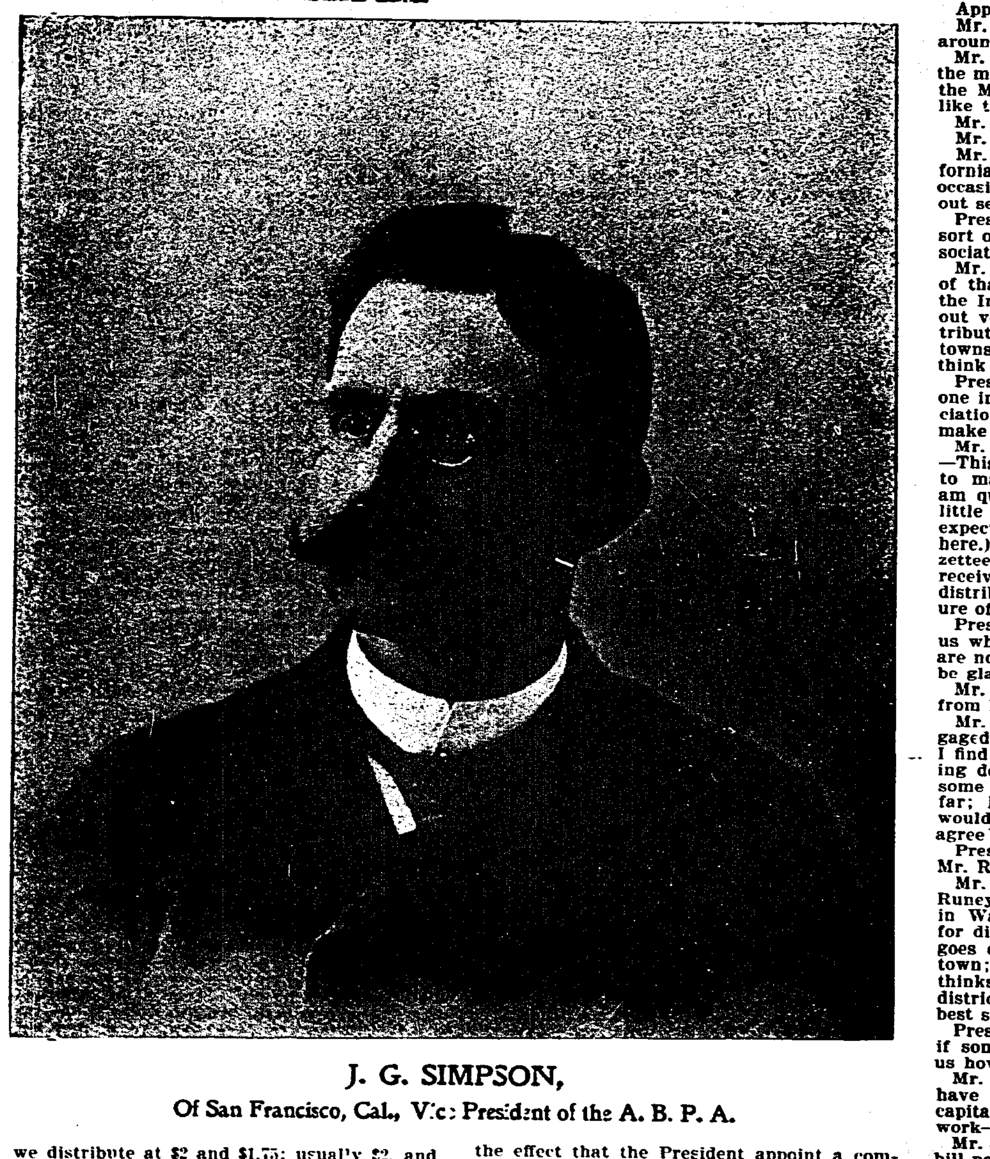
Mr. Otting: Mr. President. Let the association do something towards the advancement of prices. I think now is the time to raise the prices to at least $2 a thousand, or $1.75 as a minimum. To facilitate matters, I should like for this to be put before the house.

Mr. Ramsey: Let $1.50 be the minimum.

Mr. Curran: Mr. President. Just one moment. Our Bill Posters' Association went through all this price business; we raised our prices from five to six cents per sheet, and some of our men said they would be afraid to ask that price, but we stuck to it, and now I am getting twelve cents per sheet. If we do good, satisfactory work, no reliable firm will take their work from you on account of your price. We might at least establish a minimum price.

Mr. Dixon, of Milwaukee: Mr. President. Our association is in its infancy; for the good and benefit of all we must handle this thing with gloved hands. A distributor will never be able to get enough for his work. I believe the price is low now, but we are not the only distributors on earth. If we, as distributors of this association, should fix a scale of prices commensurate with our work, these advertisers would turn from us and we would lose our trade. I know these advertisers. I employ nobody but men. I can not make more than 25 cents on the thousand at $1.50. I put out in Milwaukee, 50,000 pieces, working five to six men. But I know if the price was fixed for the City of Milwaukee, they could not be fixed so as to help my brothers in the smaller towns. I think the best thing we can do is to work for the good of the association and compromise the matter, and let it go until we come back next year; then we may be prepared to do something with this question.

Mr. Marvin: I am not an orator. I will say that in small towns, not more than 100 population, I distribute for $1 a town; then, again, where there are 4,000 I charge $4 a thousand; this is outside of Aurora; in Aurora



J. G. SIMPSON,

Of San Francisco, Cal., Vice President of the A. B. P. A.

we distribute at $2 and $1.75; usually $2, and guarantee the advertiser. We use nothing but men to do this work.

Mr. Tirrill: Mr. President. I consider this a very serious question, and one that must be handled very carefully. In distributing, the conditions and service vary, and the price must necessarily vary. You can distribute some matter at a certain price and make a profit. There is a vast difference in the requirements of firms; some require you to put a circular at the door; others require you to put it inside of the house, and you can't do one at the same price as the other. Again, if we establish a price that is too high, there are no advertisers controlled by this association who can be compelled to give their work to the members of this association. Any man can be a distributor; no capital is required; a man need not even own a team of horses and a wagon. A man can go into the distributing business without investing a dollar, and if he is disposed to do so he can go into a town and pick up a man to do the work for the advertiser,and not always even work himself. I think the only thing to do is to allow the price to rest with the distributor. Undoubtedly, it would be a good thing if this association was powerful enough, to make a scale of prices, but I don't think we have arrived at that state yet, and it is a question in my mind whether we ever can.

Mr. Reid, the President: Gentlemen.—I have some ideas, but I am too much one-sided, hardly to be permitted to speak on this question. The bill posters have undoubtedly established a price and made a success, but they are so different; they have sheets, and they have boards to put up, and they have horses and wagons. I don't see that they have but very little competition in their business. They have a scale of prices that is commendable; they get their prices by having established this scale. If we could do that, I would gladly enter into the arrangement. I have one of the most scattering territories; in some of the district to be gone over, the residences are far apart and high up; others are built close together on 25-foot lots. Some parts of the town could be gone over at $1 a thousand with more profit than other parts at $3 a thousand, and I think these conditions prevail all over the country. The question under discussion: Can we fix a price for St. Louis, St. Paul, Minneapolis, and all the other towns? Take St. Louis, for instance; a man can put a thousand pieces out at a profit at $1 a thousand, come right up to Alton and put them out at $1.50, and he will lose money—I could not make even a minimum price; go to small towns, where a man can not put out more than 500 to 3,500, and it is worth $5 a thousand. How are you going to do it for less? You ask to have a minimum price, but I say that I want to run my business myself.

Applause.

Mr. Ramsey: Mr. President, I move that we lay this matter on the table for another year.

Motion seconded.

President: It is moved and seconded that this matter, the establishing of a scale of prices, or even a minimum price, be laid on the table until our next annual meeting.

Mr. Leonard asks to amend the motion, to the effect that the President appoint a committee of three or five to decide the matter before the next convention.

President: I decline to do that. The convention can appoint a committee. I am too biased in my views to appoint a just committee.

Cries of "Question! Question!"

President: You have all heard the motion, that the scale of prices, as well as the minimum of prices, be tabled for one year.

Motion unanimously carried.

Motion made to adjourn, to meet on the steps of the Art Institute at 9 a. m.

Motion carried. Adjourned.

WEDNESDAY MORNING, JULY 20, 1898.

10:30 a. m.—Meeting called to order by the President.

President Gentlemen. It is now past the hour that we should have come together, but I think it would be wise to permit the visitors who are present to talk at this time, as some of them want to leave. I think we have a representative of the Dr. Chase Medicine Co., and also of the Dr. Miles Medicine Co. with us. We will open with a talk from the representative of Dr. Miles, inasmuch as I am acquainted with you, Mr. Hayes.

E. C. Beardsley, of Ellshart: Mr. President and Gentlemen.—I came over, not to talk, but to listen, and perhaps to look. I had some curiosity, and I must say that I am very much pleased with what I have seen and heard. When this orgtnization was first started, we felt very much like encouraging it; we believed it was organized on a proper basis; we believed it would lift the work of distributing out of the gutter and garbage, and I congratulate you, gentlemen, on the progress you have made. The business of distributing circulars has been in the past a picked-up business. I am glad you have made it a first-class business. We have been very much pleased with the work you have done for us except in one or two cases, and in each case such complaint as we have made has been promptly attended to. There are one or two things necessary in order to get good results. In the first place, the distributor should do his work well and right; we believe the proprietor should pay his employes enough to enable good work to be done. I was in a city a few weeks ago and saw a man distributing. I asked him if he usually did his work in that way—he belonged to a big concern. He said: "No; but we are only paid a dollar a thousand, and we can't afford to do it any better." I said: "If you are doing distributing for a living you can not afford to do it at all; you could not get a job from us. If you work at a price that you can't afford to do your work well, you can't afford to do it at all; you are casting disrepute on the work of distributing. As I say, I am very glad to meet you, gentlemen, collectively, and I congratulate you again on the progress you are making, and extend to you, each, individually, a kindly invitation to call on us at any time when you are near enough to come.

Applause.

Mr. Hayes: Mr. President and Gentlemen.—I have nothing to say. I have done my share in giving the boys what I can to distribute. I am not a speech-maker, but a distributor.

Applause.

Mr. Tirrill: I think Mr. Hayes has been around with most of the boys.

Mr. Steinbrenner: I think Mr. Burnhams is the manager of the distributing department of the Miles concern, and I know we all would like to hear from him.

Mr. Burnhams begged to be excused.

Mr. Runey was called on next.

Mr. Runey: All I can say about the California Co. is that its distributors double up occasionally. We like to have our matter put out separately and alone.

President: Did you ever hear of any of that sort of work done by any member of this association?

Mr. Runey: No; we are very much afraid of that sort of man, consequently we favor the International Association. We send men out very frequently ourselves to do our distributing. I could mention a good many towns where this doubling-up is done. I think it food for thought.

President: I thought perhaps you had some one in mind who was a member of this association, and if so I should like for you to make a charge direct.

Mr. Hessler: Mr. President and Gentlemen.—This is the first time I ever had a chance to make a speech in a convention, and I am quite a distance away from home and a little afraid of the cars. (President: We all expect to be benefited, and there are no cars here.) I publish the Two Bills and the Gazetteer. I think most of the members have received one. Anything I can do to help the distributors, I should like to have the pleasure of doing it.

President: If there are any gentlemen with us who make a business of distributing who are not members of the association, we would be glad to hear from them.

Mr. Crownover: There is a gentleman here from Freeport.

Mr. Waller, of Freeport: I have been engaged in distributing for the last ten years. I find there is a great deal of poor distributing done in Freeport, (not by me, but by some other men.) I have a good trade so far; I do my work right and good, and I would like to join this association, and will agree to stick by the association.

President: We should like to hear from Mr. Runey.

Mr. Runey, Jr.: Mr. President. Mr. Runey is my father; he does the distributing in Waukegan. He usually gets about $1.75 for distributing. He takes two men and one goes on each side of the street through the town; each takes as many circulars as he thinks it will take to cover one particular district or street; he thinks this gives the best satisfaction.

President: I think it would be a good idea if some of the other distributors would tell us how they distribute their circulars.

Mr. De Long, of Joliet: Mr. President, we have a member here right from the State capital, where they are thought to do good work—Brother Horn.

Mr. Horn: Gentlemen.—I have been in the bill posting and distributing business for four years now, and have never had any trouble with any work except once, and it was not poor service took that work away—it was spite work, and after some difficulty I got the matter settled up. We do our work with boys. We have found that you have to watch men just as much as you do boys. We get good boys, who come out of the schools; do not take boys raised n the street. You have to pay a man from a dollar to one-fifty a day, while you can get a boy for 50 cents a day. It don't pay to send out either boys or men unless you watch them. I have had good success with boys, and I hope to be a member of this association.

President: I would like to inquire what aged boys you use?

Mr. Horn: From fifteen years of age up. Another thing I have to say; the opposition in a town is one of the things the association has to work to put down. There are lots of agents who get the money and pay the men on the spot; the agent hires men to put out the work; sometimes he stays there and watches them. I have had agents come to me and give the bill of lading to me, and I went after the work. These agents are sent out to watch the work, but it is the distributor who is responsible and has the work done. If a man comes to me and asks my price, and he then asks if I have any opposition in the town I always tell him "Yes." I will not stand in any man's way. I get six or seven cents a sheet for posting, while the Opera Co. will put it up for two or three cents a month. For distributing, I get $1.75 a thousand; I used to distribute for $1.50, but have gone up on my prices, and the firm I have worked for the last four years wrote me that they would ship me their work at the advanced price.

President: Are you a member of the International Association of Distributors?

Mr. Horn: No; I am a bill poster.

President: We will now go back to No. 13. "New Business." Is there anything under that head?

Mr. Douglass: Mr. President. As an officer of this association, I want to offer a resolution for the good of the association:

Whereas, The international revenue tax imposing one-eighth of one cent on proprietary remedies, if imposed upon sample packages intended as advertisements for distribution from house to house, is prohibitive; and,

Whereas, The law does not impose any such tax on free samples, but explicitly reads, "articles manufactured to be sold;" and,

Whereas, Some officers of the Internal Revenue Department have erroneously construed and attempted to enforce said tax against said free sample packages; and,

Whereas, If it continues to be enforced, it will work great hardship to proprietary remedy houses and rob over 5,000 distributors throughout the United States of a livelihood; and,

Whereas, We do not believe that the framers of the measure ever intended that it should be enforced against advertisements or sample packages intended to create and build up demand; now, therefore, be it

Resolved, That we, the International Association of Distributors, in convention assembled, at Chicago, July 19-22, individually and collectively protest against the enforcement of said tax; and, be it further

Resolved, That a copy of these resolutions and protest be drawn up and signed and forwarded to the Commissioner of Internal Revenue, with a request praying for a special rule which will exempt our business from total annihilation.

Mr. Douglass: I don't think that resolution needs much debating. I offer it for the good of the association.

President: Gentlemen, what is your pleasure?

Mr. Crownover: I think it necessary to have it signed and sent off in short order by registered letter; it has hindered my business about $60 in the last two weeks; it worked hardship to me, as well as to the manufacturer.

Mr. Douglass: For the benefit of the members of the association, I will say that resolution was instigated by Dr. Burkhart. Dr. Burkhart finds his business is being very materially injured. He says if they let him alone, he expects to distribute a great many samples, but if this law is kept in force he will have to give it up; if we pass such a resolution and give him a copy he will take it down to Washington and try to get the law repealed. It has been decided by some judicial advocate that under the law free samples could not be taxed.

Mr. Fairchild: I believe the resolution is a good one; it will do a lot of good to send it to the Internal Revenue Department. You can not make it too strong.

The resolutions were fully discussed, and several changes suggested, and finally unanimously adopted as above.

President: Is there anything else under "New Business?"

Mr. Grebe: Mr. President. I want to ask the association a question. I found out this morning that a member of the association in a town adjoining me was taking work from my own town. I want to know if there is any law against that.

Mr. Steinbrenner: You might write to him and call his attention to the constitution.

Mr. Hill: I think that question will come up in the matter of Laws and Revision of Laws.

Mr. Steinbrenner: Mr. President. I find in some cases that members have had a contract with a firm before they have joined the association. I have a similar contract which I will turn over if arrangements can be made. I don't know how we can get around a contract made before joining the association; after joining, he has no right to accept work without the consent of the member.

Mr. Grebe: I should like to know how long after he becomes a member he has a right to continue to take work in your district?

President: There is a bare possibility that he has had a standing contract with these people. If it is true that he has been a member and has done it in violation of the constitution and by-laws of this association, it is a matter that will have to be adjusted. When you go back it will be best for you to see him. He is entitled to his contract, as he could not surrender the contract he already had without insulting the people. If it is a violation of his duty, then it is a matter for the Executive Committee to adjust.

Mr. Hill: Mr. President. I had a number of contracts in other towns, but we had a man located there, and I turned them over to him, and there has never been any friction about it.

President: Those matters can be very easily adjusted if handled right; if they are not, we take the case away from them.

Member: Who is looking out for the press?

President: Mr. Steinbrenner will attend to that. We will now pass on from "New Business" and go down to No. 14, "Remarks for the Good of the Order," again.

Mr. Douglass: Mr. President. This association is laboring under a great disadvantage in not being incorporated. We would be stronger and able to give better service by being an incorporated body; it would increase our influence. This is a matter that takes a good deal of consideration; it took the bill posters about two years to get incorporated; therefore, to get the matter in proper shape, I offer the following resolutions:

Whereas, It is for the benefit of the I. A. of D. to be chartered as an incorporated company; and,

Whereas, To incorporate such an organization as the I. A. of D. is quite a complicated matter; therefore, be it

Resolved, That the Executive Committee of the I. A. of D. be instructed to take such steps as may be necessary to properly procure a charter for this association, and to report at the next annual convention; and, be it further

Resolved, That the Executive Committee be instructed to ask Mr. J. F. O'Mealia, of Jersey City, to co-operate in procuring such charter.

President: Gentlemen, you have heard the resolution. What is your pleasure?

(Motion made and seconded that the resolution be received and adopted as read.)

President: Are there any remarks; if this resolution has any friends, now is their time to speak.

Mr. Grebe: I want to go on record as one of the most enthusiastic friends of the resolution. That is the only way to do business.

Mr. Curran: I understand in the resolution there is no amount stated to be incorporated.

Mr. Crownover: The way I look at it, it is one step more towards the protection of the advertiser. If such a thing can be accomplished they will be fully protected.

Mr. Steinbrenner: I think as our association is a business association, we should have a business standing, and I think a charter would be the proper thing. We could then sue and be sued.

President: Gentlemen, you have all heard the motion, which has been duly seconded. I want to speak on this subject. I will read Article X., Section 1: "The service tendered advertisers by this association is guaranteed to be absolutely reliable by the members at large."

Sec. 2. "In the event of a member being detected in violating his obligation to this association or advertisers for whom he may be doing work, by reason of dereliction of duty or non-performance of any stipulations of any contract or agreement which he has entered into with any advertiser, and it shall be proven, upon investigation, that said advertiser has sustained a loss at the hands of the aforesaid member, this association shall take immediate steps to reimburse said advertiser for said loss."

I don't see any contradiction there.

Mr. Fairchild: Mr. President. The idea of incorporating an organization of this kind is to escape individual liability, and the very rock this association was founded on was that each independent member was liable for the derelictions of the others, and vice-versa, all the other members were responsible for any one individual member.

President: We are merely responsible. If you were not a responsible person you would not be eligible to membership in the association, and the association would certainly relieve itself from such membership. But still I do not see the necessity of being incorporated. To be sure, the incorporation carries with it a little thunder and certain privileges, but we can't get any real benefit out of it, and we might get a great deal of annoyance. If I failed to do my duty, advertisers in Kansas City might prosecute the association, bring every one of us into disrepute, and virtually destroy the association on account of a little spite or misunderstanding with me. On the other hand, as it is, they can destroy me, (and certainly having had the benefit of the association up to this time I would make every effort to get myself right again. Applause.) I myself might go down because of my poverty or indisposition, but I feel it would be an unfortunate thing if the association had to suffer as a body. I am interested in this association; we can't afford to be sued for a debt we can't pay. I would much rather be sued for a debt I could pay than for a debt I could not pay. You let this association be sued for a debt you can not pay, and you will have to adopt a new name. Of course there are people in the association who would go down in their pockets and pay the hundreds of dollars; we have that to do in this association. We are not perfect by any means, nor is it composed of perfect men. There are people who love a dollar well enough to destroy this association to get it; we are liable to get some of these people, and may have them now, and when their opportunity comes we would have to go to work and meet all the obligations at once. I say we have had good friends to await our ability to meet our obligations, but what we will guarantee is different; there are people in the advertising business who have failed just as far to be true and just, and we are liable to come in contact with them at any time.

Mr. Fairchild: I would like to ask a plain question, in plain language: "Could this association, as an association, collect one dollar unless incorporated?" They could not collect one dollar legally.

President: The difference between this association and anything else I ever came in contact with is so great that there is nothing to compare ourselves with. The bill posters and sign painters are just exactly matched along with us; we are the same people, but our organization is for a specific purpose, and we obligate ourselves as a brotherhood to perform this purpose, and our existence depends on our discharging that duty. You have obligated yourself to pay my bills; you as an individual, you as a body, if I fail to pay them. Of course, if you can get incorporated I have nothing more to say; your judgment is certainly better than mine, as I am only speaking as an individual.

President: Any one present want to make any further remarks on this resolution?

Motion is put to the house by the President. Resolution is lost.

President: Dr. Talbert, we are all expecting a speech from you before dinner.

Dr. Talbert: I can't say much, but I will do the best I can, and you must make allowance for the rest. I expected to get up here yesterday, but decided I had better not come until to-day. I did not come here with the intention of talking, but still a person who has had the experience I have had with the I. A. of D. has a right to talk. I don't know of any one that I can say anything but a good word for, and I hope that our experience in the future will be as satisfactory as in the past. I have not been able to patronize the members of this association as much as formerly on account of the curtailing of a certain amount of outdoor advertising in favor of newspapers. I have always considered that if the work could be done properly it would become more satisfactory every year. I am satisfied that through the members of this organization the work of distributing from house to house is as near perfect as can be. Of course, as Mr. Reid says, we occasionally find a member who is not perfect. My experience is that it can not be done too perfectly, and if a member will only take pains with it and do it carefully, I don't see any reason why he should not have abundance of work. Now, I believe if the members of this association will not neglect any part of their work, they can go ahead increasing the membership and usefulness, and I don't believe there is any limit to the work to be secured through honest and careful service. I hope to be able to control a good deal of work—I don't know how much—but I know we do not intend to give up distributing altogether. I have nothing else to say, only that I wish the association unbounded success, and anything I can do to assist you I will be glad to do it, and if I find any member worthy I am always ready to recommend him to any advertiser, and I hope I may be able to do the association a great deal of good, directly and indirectly. I am glad to meet you here, and hope to meet you again, and when I meet you again I hope you will have double the membership you now have, and that you are all having more work than you can do.

Applause.

Mr. Steinbrenner: I would like to say a few words. I had a little experience in placing some work for Dr. Burkthart, and I would like to call the attention of the members to the fact that they write too long letters, and they don't have bill heads; some of them send in a bill written with the letter, not on a separate sheet of paper; again, they send a postal card, saying: "I have done your distributing. I want to impress upon the minds of the members that they should provide themselves with letter heads and a bill head, and don't include your bill in your letter. Get a few bill heads. They will last for years.

Mr. Crownover: Mr. President. Under the head of the good of the order, I suppose anything will be acceptable. I don't know whether I have a peculiar method of my own, or whether my ideas have been picked up here and there, but I can say that my business has increased from 75,000 pieces to over 650,000 thousand pieces this year. When I have taken a job I draw a map with red ink and mail to the firm, and give the district; I then take the map of the city and mark that district to correspond with the postal card; each day I mark off the district gone over, and when the job is completed the map is completed. I mail to the firm each day the map of the portion of the city gone over, and when I send in my bill I send the completed map to the firm, with a list of grocers or druggists, and a list of merchants who carry their goods, and a list of those who do not. I have never heard any remarks, but certainly think it a good thing by the way my business has increased. I think if all of our members would pay strict attention to keeping the advertisers informed every day we would secure more work. In addition to this, I want to say that this association has an official cut; we ought to make a law compelling our members to use this cut or to withdraw from the association. As long as this association meets and we have the expense of $40 or $50 to come here, as we meet here for our mutual benefit, we should each do all we can to get the association in the best possible shape for the good of all.

Mr. Runey: Mr. President. I understand there is a movement on foot by the theatrical people to patronize this association. I haven't this as official, but they tell me they are dissatisfied with the way loafers around theatres distribute their bills. I don't know but it would be a good plan for our distributors to look after that matter a little. I referred the gentleman to our Soliciting Secretary.

(Some remarks were here offered on the subject of theatrical distributing.)

Mr. Hill: Mr. President. I believe I am further South than any of the members of our association, except, it may be, Mr. Douglass. Our population is more scattered and we have cheap labor to compete with; our towns are further apart, and we necessarily have to charge more for distributing. I have two advertisers talking with me now about contracts, and they both complain of the price I have to charge.

Mr. Steinbrenner: Mr. President. For the good of the order, I should like to find out just what sort of stationery each member uses.

Mr. Tirrill: Mr. President. I want to speak on the subject of uniforms. I have found it a great benefit in obtaining home work, as well as foreign work, to have my men in uniforms. The uniform is simply a blue cap and a red coat, with large brass buttons on it, and a badge, and white pants. The uniform is very attractive, and there is no other uniform like it; another thing, it comprises the National colors, red, white and blue. Several of our distributors have been there and have seen it, and speak very highly of it. Mr. Curran, of Denver, adopted the same uniform; I sent him a sample of the cap. I think the uniform is something we should have; it brings our men into prominence; people know who they are when they go up to the door with their circulars. I had the measures taken of the three fellows in my employ, and the uniforms made. The first day I went out with them; one of the men said he was sick, and went home. The next morning the other two said they had decided that they could not work for me if they had to wear a uniform. I told them that they would have to wear the uniform if they worked for me, so they left. I put a little ad. in the paper, and had seventy applicants, and have had no trouble about the uniform since. The foreman told me the other day that he did not feel right to go out without a uniform. I think this association should adopt a uniform of some kind. In the summer my men wear a blue serge coat and white cap. If an inspector comes into my office I can direct him to the part of the town my men are supposed to be and the inspector can go there and without difficulty see what they are doing. We can go behind them four or five blocks, and watch them all the time. It is the best way in the world to insure good service. I charge $2 a thousand for all work distributed through me in Lima. I have one opponent in Lima who does very good work; the only trouble with him is that he will allow his circulars to be thrown in the yards and on the porches. I will not do that kind of work; each circular I distribute Las to go in the house, under the door. If any of our members desire any further information about this uniform, I will be pleased to furnish it, as it is a matter I consider of vital importance to the association.

Mr. Fairchild: I think a uniform is a very good thing, but I think a hat band or something of that kind is a sufficient uniform—a red uniform would drive me out of the association.

Mr. Ramsey: It would be a good thing to ask the Secretary to communicate with some regalia house concerning uniforms for this association. I have six men in my employ; five of them are married men. I would not ask my men to wear what I would not wear myself, and I know I would not wear a red coat. A blue coat with I. A. D. on it, and in summer white duck pants, would be a neat uniform; a regalia house would get them up for $10 a suit, while if you had them made at home they would cost you from $15 to $20. I would like to make a motion that the Secretary be requested to correspond with some regalia house in regard to furnishing uniforms for this association.

Mr. Curran: I don't agree with my friend, Mr. Fairchild, that a band on a cap is a sufficient uniform. I find that the red coat has increased my business wonderfully; I can distinguish my men two or three blocks away. When the inspector comes, I don't go out with him—he can go out and see for himself. I would like to see the red coat generally adopted.

Mr. Leonard: I couldn't ask my men to put on red coats; this matter was mentioned before them one time; they said they would rather starve to death than be dressed up like monkeys.

Mr. Fairchild: The agent who can't find a man with a band on his hat with your name printed on it must be blind. They can find them just as well as if dressed up in that conspicuous way.

Mr. Steinbrenner: Mr. President. I would just say that I believe I would rather starve before I would wear a red coat like some Italian's monkey. When the inspectors come to our city, I can put them on a car and send him within a block or two of where the work is being done. I am in favor of a uniform, but I am not in favor of anything as conspicuous as red. I think a gray, as the mail carriers wear, or a nice blue, as the policemen, fire department, gas, telegraph companies and others wear, would do very well; they certainly don't ask their men to wear anything as conspicuous as red. I am like Mr. Fairchild; I would rather quit the association, I would rather lose my franchise, than put my men in a regalia of that kind. I want to keep my men. I know good men when I get them, but I would rather have no uniform at all than one so conspicuous, and therefore I object.

Mr. Grebe: There has been a good deal of discussion on this subject, but I don't believe a motion has been made. I move that the question of adopting a uniform be laid on the table until next year.

Mr. Leonard: I have an idea of a dark green uniform—dark bottle green, almost black—if I don't change my mind I will bring a sample with me next time.

Member: I second the motion, that this matter be laid on the table until next year.

President: There is a motion before the house. I want to give my ideas about a uniform. I never wore any red bloomers or anything of that kind. I would just as soon wear red bloomers as white ones. I don't believe we ought to adopt a uniform. It is a nice thing to see a man or a body of men in uniform, but the International Association is not known as an association. It is the Leonard Distributing Co., the Steinbrenner Distributing Co., or it is the Midland Distributing Co.—it matters not what the name, nearly all have more name than money. (Applause.) Something like my own, we have a whole lot more name than money. When I named my concern, I thought we would probably be alive when the International Association of Distributors was dead, and I did not want to be compelled to change my name. We have our own names, and are not known as an association; therefore I think if Mr. Tirrill wants his boys to wear the John Bull, or even the Spanish uniform, I would not object to it, but let us all do as we please about the matter.

Mr. Tirrill: I am consistent, at least; I don't use letter heads with a cut of a man in uniform distributing, and when you come into the town you don't find a single uniformed man.

The President thought it would be unjust to adopt a uniform on account of the extra expense to distributors who could not afford it.

Mr. Leonard argued that a uniform was necessary for protection against bad work; that you were liable to get the credit of doing all the distributing in your town, if your men were uniformed they could easily be traced and it would be known exactly what work they did. I think we ought to have uniforms.

Mr. Runey: I see a good many here who have done distributing for me, and I think they do good work. I think these men do my work themselves, and I want them to continue doing it as they have in the past.

Mr. Douglass: I believe the uniform would be a good idea, but I do not believe in making it compulsory. In large towns it is almost necessary; I have had the same trouble Mr. Leonard has. Boys will go around and leave enough circulars at one place to start the fires for a month. The agent will come in and say: "Your men do so and so." Now, in fact, my men will not have done that job of work, but we are held responsible. I am in favor of a uniform of some kind, but am not in favor of compelling men to adopt a uniform if it is not to their interest. I think as an individual, that a uniform is a great protection. I would suggest that Mr. Leonard make himself a committee of one to investigate the matter and furnish us with samples.

Mr. Leonard: I think Mr. Steinbrenner can do that, as in his town is located one of the largest regalia concerns in the world.

President: I will say that if you want any information on this subject, you can just address our Secretary-Treasurer.

Dr. Burkhart: Mr. President and Gentlemen.—I feel a delicacy in taking a moment of your time, as I feel that I am using your

precious time, but at the same time my business here was to meet you as a body and talk to you about distributing Dr. Burkhart's Vegetable Compound. Before I proceed further I will say, as regards uniforms, I have one request, one suggestion to make; that is, have a cheap cap with the name of the association or the name of your company of distributors, and I will send you a nice silk band, and printed on that "Dr. Burkhart's Vegetable Compound," and I want as many as distribute my circulars to wear that. I just offer this as a suggestion. Now, gentlemen, if we can get a little matter decided in Washington I have thirty million pieces of advertising matter to be put out in the United States, Canada and Mexico, and from my past experience with the International Association of Distributors I have decided to give you this work, where it is possible to do so. I have got two letters in my office—one a letter of recommendation—to every one of the boys who does good work I will mail one of these letters, and I am going to mail one to the Secretary if it is done properly, so that he will know what kind of men he has got—on the other hand I have got another letter, and you will be sorry to get that letter, it is not going to be a pleasant one. I want each of you to submit to me your territories and prices within a short time. On the 15th of next month I am going to Washington, I have two Senators and four Congressmen who are working for me, trying to get this stamp act on samples repealed, and I have little fear that inside of thirty days we will get it off, and I wish that each of you would use your influence with your Congressman and try to get this tax off the samples. (For the benefit of those who had not done the Doctor's distributing, he here illustrated how he wanted each package placed—stuck in the door, high up, so that it could not be reached by a child.) These samples cost me $9 a thousand by the time they are delivered to you for distribution; they are valuable, and I want the work properly done. I want to be able to attend this association next year and be able to recommend every member. Here he referred to a case in Ohio of an old colored man who was employed to distribute Dr. Burkhart's Vegetable Compound samples, who went to town once a week with butter and eggs and took a pocket full of samples to distribute on the road. (That was not the kind of service he wanted.) When the work is completed, you are going to get your money; the 5th and 15th are pay days at my office to all distributors.

Mr. Hill: Mr. President, Mr. Hayes, of the Dr. Chase Co., is here, and would like to say a few words.

Mr. Hayes: Mr. President and Gentlemen. —I merely wish to say that all parties who wish to make contracts with the Dr. Chase Co., we are ready to talk to them. I will meet them in the next room.

(Moved and seconded that the convention adjourn, to meet at 2 o'clock p. m.

Motion carried.

WEDNESDAY, JULY 20, 1898, 2 P. M.

Convention called to order by the President.

President: We will open under the twelfth order of business, "Unfinished Business," and the Secretary has some applications to be acted upon.

Secretary: I have here the application of W. C. Teide, of Racine, Wis., indorsed by Clarence Runey, Thomas Runey and the California Fig Syrup Company.

Mr. Leonard: I move that the application of Mr. Teide be accepted.

Motion being duly seconded, was placed before the house by the President, and Mr. Teide's application was unanimously accepted.

Secretary: We have an application from the American Bill Posting Company, Philadelphia. Mr. Fairchild vouches for it.

Mr. Otting: The American Bill Posting Company of Philadelphia is all right. Mr. Sanford F. Robinson put in the application for the company, if Philadelphia was open.

On motion of Mr. Leonard, duly seconded and put to the house, the application of the American Bill Posting Company, Philadelphia, was unanimously accepted.

Secretary: We have also an application from Richard Waller; references, Clarence Runey, DeLong and Douglas.

Mr. Green moved that application be accepted.

The motion, being duly seconded, was put to the house by the President, and the application of Mr. Waller was unanimously accepted.

Secretary: We have an application from the Curran Bill Posting Company, Pueblo, Col. I will say that we have a member there whom Mr. Curran has bought out.

Mr. Curran: Mr. President.—This man Mitchell, of Pueblo, worked for our company in Pueblo four years. At last he got to running the town himself; in, fact, going so far as having advertising matter shipped in his own name; so I let him out. He went to Kansas City, and after while came back to Pueblo, and, with a Mr. Johnson and some other man went into business, called the bill posting and advertising company. Mitchell had no money whatever, and Mr. Harris, one of the managers, bought him out, and we bought out the whole company, bill boards, distributing sacks and all, and Mr. Mitchell was left out; but it seems that he is trying to start up again now. Now, we bought them out fair and square; paid the money asked. I thought when I bought him out I was buying a franchise in the International Association, which I considered a good thing. I sent to the Secretary the exact duplicate of the bill of sale. After that I sent on my dues from Denver, Col., and was surprised when they were returned to me, saying Mr. Mitchell was a member there.

President: Does the bill of sale describe the franchise?

Mr. Curran: No; it describes their goodwill, their buckets and everything but horse and wagon, which Mr. Johnson took.

Mr. Dixon: I would like to ask, Can a man sell a franchise in the association? I thought we had to make a thorough examination.

Mr. President: We make a thorough examination of the party to whom the franchise goes.

Mr. Curran: He was working for us at $75 a month. Pueblo is 125 miles from Colorado Springs, and a few of the business men said we ought to have the independent company called the Pueblo Company; and while he was in our employ he wrote to other firms having advertising matter in his own name. The first instance was the C. I. Hood Company. I investigated further, and I found he would be a good man to let go.

Mr. Grebe: Does Mr. Curran's bill of sale he sent to the Secretary show on its face evidence that he went out of business.

Secretary: I haven't the contract here, but I will state it includes the goodwill, the bags and everything, and I will state further that Mr. Mitchell claims to own the franchise.

Mr Grebe: I move that Mr. Curran's application be accepted and acted upon.

Mr. Douglas: I think we are going the wrong way. I am in favor of Mr. Curran; know that he is a thorough business man in every respect; but I think the proper way is to drop Mr. Mitchell first. Of course, I believe that Mr. Curran expected to get this franchise. I will make a motion that Jesse Mitchell's name be dropped from the association.

President: Mr. Mitchell must have a hearing. I will ask the Secretary if Mr. Mitchell's dues are paid.

Secretary: Mr. Mitchell owes for this quarter's dues, from July 1 to October 1.

Mr. Curran: Have you had some correspondence with him in regard to this matter?

I. G. CLOUGH.

Secretary: We have. He claims he did not sell you the franchise; he withheld it.

Mr. Curran: We bought his good will, and he told other parties that he withdrew and started in for himself.

Secretary: I don't think Mr. Mitchell is entitled to the franchise.

President: The present quarter began July 1. It is not customary to drop a man for six to nine months for nonpayment of dues, but we have the power to if it be expedient.

Mr. Leonard: We have heard the report of our Secretary. He has seen the copy of this bill of sale by which he sells his good will. I think we have no place in this association for a man who has sold his franchise fair and square, and he should be dropped. When a man sells his business of distributing, his bags, tacks, etc. I move that the name of this man be dropped from the association.

Mr. Dixon: I think we have gone at it the wrong way. I think this is a matter for the Executive Board. I don't see how we can drop his name when he has sold out. Let us give Mr. Mitchell a chance to defend himself.

Mr. Curran: I say so, too; give Mr. Mitchell a fair show. He was in my employ a trusted man, signed contracts and everything. His own letter to the Secretary says he sold out to me; you can't sell a horse and keep his head or tail.

Mr. Fairchild: I look at his conduct before he sold out. Would this association like to uphold a man who did as he did? I don't think such a man ought to be in the association.

Mr. Otting: Mr. Curran has been exceptionally fair in this transaction. Mr. Curran could have called upon me as a witness in his behalf. He wrote me at the time he bought Mr. Mitchell out. He wrote that "all was serene;" he had bought the franchise. I have known Mr. Curran a long time, and I know that he would not misrepresent.

Mr. Dixon. I did not understand it in that light. I have no objection whatever to Mr. Mitchell's name being dropped.

Mr. Case: I would ask, why not have Mr. Curran make charges in the regular way and have Mr. Mitchell's name dropped. I would make a motion to that effect, that we drop this Mr. Mitchell from the roll on account of his improper conduct to the association.

Motion duly seconded and put to the vote of the house by the President. Motion carried unanimously. Mr. Mitchell's name is dropped from this association.

Member: I would like to introduce Mr. Frederick Wildes, of the Chattanooga Medicine Company.

(Applause.)

Mr. Fairchild: Mr. Hayes, of the Dr. Chase Company, is prepared to make contracts with the members of this association.

Mr. Grebe: I move that Mr. Curran's application for Pueblo be accepted and acted upon.

Motion duly seconded and put to the vote of the house and unanimously carried.

Mr. Fairchild: As in the case of Mr. Curran, Mr. George Castner bought Mr. Cooley out under the same circumstances. Mr. Cooley still claims to own the franchise under exactly the same conditions. Mr. Castner wrote me that he intended to be here in person, but on arriving home he found (5,0 0 sheets, advertising the New York State Fair, to be put out, and he requested me to represent him here in this matter. I do know that Mr. George Castner bought Mr. Cooley out, and agreed that he would give Mr. Cooley a position as manager of the Binghamton Bill Posting Company. The contract was made and the money paid over. Afterwards a dispute arose, the merits of which I know nothing. Mr. Castner discharged Mr. Cooley. Mr. Cooley then, for the first time, claimed his right of franchise. Mr. Castner requests me to place this matter before you without bias and without prejudice.

Secretary: Mr. President.—Now, regarding Mr. Cooley, of Binghamton, N. Y. He wrote me, at the time he sold out to Mr. Castner, that he had sold out the bill posting plant, but still retained the distributing. I believe it would be better to investigate this matter.

Mr. Grebe: We have fully discussed the matter regarding Mr. Curran. The Executive Board knows the sense of this meeting.

Mr. Curran makes a few remarks along the line.

Mr. Hayes: Mr. Castner informed me that Mr. Cooley had turned everything over to him. I saw Mr. Cooley personally, and he said that Mr. Castner gave him the privilege of doing his work; that Castner did not want the distributing; he gave it to Cooley or Cooley's son.

Mr. Fairchild: Castner not only paid Mr. Cooley, but also gave him the privilege of distributing.

Mr. Hayes: As long as Mr. Cooley continued the business himself we had no trouble, but since he has turned it over to his son we have had some bad reports from there. Of course, we don't turn a man down for outside reports. We will investigate this matter. Mr. Castner has done very good work for us since he bought this place. I know Mr. Cooley personally; have known him about twelve years.

Mr. Curran: Is Mr. Cooley's name on our books now as an association member?

Secretary: Yes.

Mr. Curran: How long has he been a member of this association?

Secretary: Three years. (Referring to book.) Mr. Cooley was admitted on December 8, 1896; he owes dues for the quarter beginning July 1, 1898.

Mr. Hayes: I have written to Mr. Cooley and told him if he did our work well we would stick to him.

Mr. Curran: Gentlemen, you know what an injury such a man can do working for you in some other town. If these reports are just and true, I move that Mr. Cooley be dropped from the roll.

Mr. Leonard: He undoubtedly sold out his franchise. If I should sell out my bill posting and distributing business in Grand Rapids, I would not think of retaining the franchise. If I sell out my line of bill posting, they go together.

Mr. Curran: I move that this gentleman, Mr. Cooley, be dropped from the association.

Motion duly seconded, put to the house by the President and carried. Mr. Cooley's name is dropped from the roll.

The President here urges great deliberation and consideration in dealing with cases of this kind, stating that these were poor men who took a sack on their shoulders and went from door to door distributing circulars, and "too much care cannot be used."

Mr. Leonard: There is no discredit cast upon the character of this man Cooley by the action the association has taken. He simply sold out his franchise, and we dropped his name to make place for some one else. We have cast no reflections upon Mr. Cooley.

Secretary: Mr. President.—I want to say that by some misfortune we have got into our association a man of the name of F. W. Newman, of Albany, N. Y. Mr. Newman is the manager of the District Telegraph Company. After I discovered this I returned his membership fee, but he again returned it to me, stating that he was going into business on his own account. We will read a letter in which he offers to distribute at $1 a thousand. This letter is addresed to the International Bill Posting Association, and reads as follows:

"Gentlemen:—Now is the time to advertise. If you intend to distribute circulars, pamphlets or any printed matter in this vicinity, you can save money by patronizing us. Our prices are $1 per thousand for Albany; $1.85 for Troy, Cohoes and Rensselaer. We are members of the International Association of Distributors, of Cincinnati, and have distributed goods for most of the large firms throughout the States.

"Respectfully yours,

"F. W. NEWMAN, Manager."

This letter was accompanied by a letter from the Miles Medical Company, which reads as follows:

"Elkhart, Ind., March 19, 1898.

"W. H. Case, Fort Wayne, Ind.:

"Dear Sir:—We herewith acknowledge receipt of your favor of March 18, and thank you for the information. We also return to you letter from the Albany District Telegraph Company. We received a facsimile of this letter a few days ago, and did not recognize it at all, as we are confident that nobody can make a thorough house-to-house distribution at $1 per thousand, nor do we ask nor expect anybody to distribute our advertising matter at that price. Again thanking you, we are,

"Yours very truly,

"DR. MILES MEDICAL COMPANY."

Mr. Curran: I move that we give the Dr. Miles Medical Company a vote of thanks for that letter.

Mr. Murphy: Who is Dr. Miles, anyway? (Laughter and cheers.)

President: Gentlemen, you have heard the motion to the effect that a vote of thanks be extended to the Dr. Miles Medical Company for the interest they have taken in our association.

Motion unanimously carried.

Mr. Douglas: This letter shows that F. W. Newman is the Vice President of the Albany District Telegraph Company (that is on the letter head), and manages the office, and I believe we don't want anything of that kind in this association.

Mr. Hayes: I have had some experience with this Mr. Newman. He did some distributing for the Dr. Chase Company—at least that is their office, 47 Maiden lane.

The convention adjourned for a few minutes to look at proof of photograph. Photograph approved.

Secretary: We have an application from A. A. Bland, Keokuk, Iowa, indoresd by Mr. Fairchild, Charles Krutz and Mr. Marvin.

Mr. Grebe moves that the application be accepted. Motion seconded. Motion unanimously carried.

Secretary: We have an application from George Castner, Binghamton, N. Y., indorsed by Otting, Curran and Leonard.

Mr. Dixon moves that the application be accepted under indorsement. Motion seconded, put to the house and unanimously carried.

Secretary: It has been the custom to transfer these memberships. I should like to ask, Are they transferable, or will it be necessary to pay a membership fee? I think they should be transferred if they are bought out.

Mr. Murphy suggests that every member coming into the association pay the regular membership fee, as it is certainly worth that much, if it is worth anything; and, whether they buy anybody out or not, "let them pay the initiation fee."

President: We have no law on that subject now. When the Committee on Laws and Revisions of Laws are out they can make some report for our future work.

Secretary: Mr. Tirrill has a transfer to dispose of.

Mr. Tirrill: This transfer I bring up is not that kind of a case. I sold my franchise for Vanwert. My case is not like the last two under consideration.

Mr. Murphy: That person ought to come in here and pay his fees.

Mr. Hill: Would it not be more proper to enact a law which will be properly a part of the constitution and by-laws?

President: This body is the supreme law. If we can make it here, we have the privilege to do so; we include all the committee.

Mr. Hill: I move that hereafter every mem-

ber coming in under a transferred membership be required to pay the regular initiation fee; that this comes into effect from the beginning of this session.

President: It is moved and seconded that all members coming by transfer, sale or otherwise will be compelled to pay the regular initiation fee on the receipt of their certificates of membership.

Motion carried.

Secretary: We have an application from C. E. Runey & Son, indorsed by O. J. Johnson, DeLong and Marvin.

Charles Krutz moves that the application of Messrs. Runey & Son be accepted.

Motion duly seconded, put to the house and unanimously carried.

Mr. Murphy: Mr. President.—There are gentlemen come here and put in their application, recommended by some prominent persons in their town or city; they are received under this application; then they go away and sell out to somebody else. Now, there ought to be some way of making an investigation of the person they sell out to. These who get franchises here should not sell out to anybody.

President: That has been provided for. They can't sell out to anybody unless the party they sell to pays his membership fee. In Mr. Tirrill's case, those parties he proposes to sell out to, I have no doubt, this convention would accept them at once on Mr. Tirrill's recommendation. Now, the object of this fee is to try to sustain the treasury. I believe every person taking membership would be willing to pay this fee.

Mr. Tirrill: For Mr. Murphy's benefit, I want to say that I asked the Secretary to give me permission to dispose of my franchise.

Mr. Murphy: Has he the right to give that permission?

Secretary: We have been doing that way. There have been two or three transfers made and we have had no law on the subject. I would say that Mr. Tirrill's transfer has not been made yet, and there will be an investigating committee before whom all these transfers and applications will come.

President: As we have an interval now when there is nothing before the house, we would like to hear from Mr. G. B. Bowman, of Quincy, Ill.

Mr. Bowman: Mr. President.—I am no talker; I am a distributor. We distributed over 50,000 circulars last month. I have all my men uniformed in white in the summer, and I go out in a wagon with them. I employ three men all the year around, working for the theater in the winter posting bills.

Mr. Douglas: I believe there is not a member on this floor but objects very decidedly to accepting members who are connected with the District Telegraph Company. If they get in here, they do it under false pretenses. This Mr. F. W. Newman shows by his own letter head that he is Vice President of the Albany District Telegraph Company; therefore, I move that the name of F. W. Newman, of Albany, be dropped from this association.

Motion seconded.

Mr. Grebe: I think that is a very wise act. The District Telegraph Company sends out a letter on a half sheet of paper offering to distribute for 75 cents and $1 a thousand, and if we have a member connected with that company I think we do a wise act to drop him from our association.

Mr. Fairchild: The District Telegraph Company sent their boys over in our town (Covington), and I stopped them. We have a high license there. They still work in the outskirts. I was to have a job at $3 a thousand, but on account of this competition was obliged to close the contract at $2.

Mr. Curran: I want to see that motion passed. I have the same thing to contend with. They do their work for $1 and $1.25 a thousand and employ boys.

Mr. Hill: Mr. President.—I want to vote intelligently on this question. How long has it been since Mr. Newman was received as a member of this association?

Secretary: He was received February 16, 1898.

Mr. Hill: When was that letter written?

Mr. Douglass: It is barely possible that he had these letter heads printed before he came into the association.

Mr. Case: I wish to state that I received a copy of this form from the Miles Medical Company about three weeks after hearing that he had become a member, wanting to know what I thought of him.

President: You have heard the motion, to the effect that the name of Mr. F. W. Newman be dropped from our association. I think it should appear on the minutes that Mr. Newman's name is dropped on account of his having obtained his membership under false pretenses. His application for membership was returned to him, and he again makes application under the statement that he wanted to go into business for himself; so he procured this membership under false pretenses, and it should so appear in our minutes.

(Applause.)

Motion put before the house and unanimously carried.

Mr. Hill suggests that his membership fee be returned.

President: Since he has caused us this annoyance, he has no claim upon us whatever—not even our respect.

Secretary: We have here the application of Walter G. Horn, of Springfield, Ill.; application indorsed by Johnson, DeLong and Krutz.

Now, we have been talking about boy service, I believe Mr. Horn stated that he employed boys.

Mr. Grebe: I move that Mr. Horn's application be received and voted upon.

Member: I will state for the benefit of the brotherhood that I have heard of Mr. Horn's work, and have always had good results reported from Springfield.

Mr. Horn: I will state that I employ no boys under 15. My work does not pay enough to keep men entirely. I have one man employed steadily. My partner will start out with a boy, he going on one side of the street and the boy on the other.

President: I don't employ any boys. I have in the past employed boys. My experience with boys is that a boy ranging from 12 to 16 years old will do just as good work for two or three days as a man; but a boy gets so very tired in a few days you can't trust him to do good work. But if you put him with a good man he will do good work. He gets terribly weary after a few days. In some cases boys can be used, but when a man makes application to this association who uses boys exclusively, as is done by the American District Telegraph Company, who use mere children, I do not think that man is eligible to membership in this association, even though backed up by the best men on earth. Now, if Mr. Horn uses boys, and goes with them and sees that they do their work, if he does that, I have no objection to him using boys

Mr. Curran: I have been in this business since 1885, and I have never in my life sent out a boy alone with work.

Mr. Hill: The question has been asked, What is a boy? I would consider 15 years of age a boy; and I get good results from what I term youths or young men. If I were asked if I employed boys, I would say, "No."

Mr. Crownover: In my past experience, when I carried the sack myself I was thrown in direct competition with boys, and I have yet to find the first honest boy for over two or three days. I would not use one if he gave me his wages.

Mr. Murphy: You are hard on the boys. I say let the boys live. We were boys once, and some of us may have boys of our own.

Mr. DeLong: The business of bill posting and distributing has been put down in the gutter. It has heretofore been almost impossible to get reliable persons to do the work. Now it is better. I keep three men, and never have any trouble about the work being well done. The only trouble I have is with my competitors. They go around and take the things off the door knobs. We guarantee our work; guarantee the best results. I have the first firm to come and tell me that his advertising did not pay.

President: There is a motion before the house as to the acceptance of Mr. Horn's application.

Motion carried. Mr. Horn is elected.

Secretary: We have an application from Mr. Frank P. Meyers, of Danville, Ill., made by Horn at the request of Mr. Meyers. The references are the same as on Mr. Horn's application.

Moved and seconded that the application be received and acted upon.

Motion put to the house and carried.

Secretary: We have an application for the Albany Bill Posting and Distributing Company, of Albany, N. Y.

Mr. Tirrill moves that the Albany Bill Posting and Distributing Company be accepted as members of this association.

Motion seconded, put to the house and carried.

Mr. Marvin: Mr. President.—A good many of our members are going home to-night, and we would like to have the election of officers before we go.

Mr. Ramsey: Mr. President, I move you that we now have the election of officers.

Motion seconded.

President: There is a motion before the house that we revert back to No. 11, "Election of Officers."

Motion carried.

Mr. Leonard: I would like to make a motion here, and I think the members present will bear me out in the same, that during the past year our officers have invariably given perfect satisfaction; and, if not out of order, I would like to have Colonel Ramsey cast one vote, one unanimous vote, for the association, re-electing all the officers for another year.

(Applause.)

Mr. Otting: Mr. President and Gentlemen.—While there is a unanimous sentiment here for the re-election of the officers, such motion, if carried into effect, will defeat the desire of the majority of this association. I know the sentiments of every member here. If you will pardon me, Mr. President and gentlemen, this association is a great, big association now, and it can't be run on little one-idea principles. I think the office of Secretary and Treasurer should be separated, and before a unanimous vote is cast. Mr. Steinbrenner himself advises it in his report. He did say that he wanted a Treasurer appointed who was near to him. It is entirely within the province of this association to elect Mr. O. P. Fairchild as Treasurer. He is right across the river. It is not right that this association should go ahead with a Secretary-Treasurer. I say this in all due deference to Mr. Steinbrenner.

Mr. Reid has been a President that this or any other association might well be proud of. Mr. Steinbrenner has been a worker from Workertown. I have seen him work for the good of this association till 2 or 3 o'clock in the morning. I know what his capacity is, but I want to relieve him from some of the onerous duties he has to perform. In justice to the association, the offices of Secretary and Treasurer should be separated.

Mr. Leonard: I withdraw my motion.

Mr. Fairchild: Three officers are not here, and, according to our constitution, they are not entitled to re-election unless they have a good excuse for being absent.

Mr. Leonard: While I quite agree with Mr. Otting that we don't want to burden Mr. Steinbrenner, he has worked faithfully and stuck to it, and all he possibly can get out of it is a little advertising. I understand that the new constitution provides for a new officer.

Mr. Krutz: I say for Mr. Steinbrenner we must not get another Secretary, or we will get a stiff in there that will ruin our association.

Mr. Hill: I believe I have not heard any objection to the election of the same officers except the Treasurer and Secretary, and it seems to be the sentiment of the house that we should have two officers instead of one. I will move that we proceed to the election of officers, and leave the Secretary-Treasurer outside for the present.

Mr. Leonard: I will make an amendment to that motion, and move that we proceed to the election of officers by rank.

Motion seconded and carried.

Leonard: We all know our worthy President. I now present the name of our friend and brother, Joseph Reid, as President of this association for the ensuing year. (Applause.)

Mr. Krutz: I move that the nominations for President close, and that Mr. Steinbrenner cast the unanimous vote of the association for Mr. Reid.

Motion seconded.

Mr. Steinbrenner: I cast my vote, the unanimous vote of this association, for Joseph Reid for President of this association for the ensuing year.

(Great and prolonged applause. Cheers and cries of "A speech!" "A speech!")

Gentlemen: I thank you. I told you the other day, when I opened this meeting, that I would not talk much. I know it is not the duty of the President to talk until he has heard the voice of the people. I have at no time left the chair and invited any one else to take the chair while I made a speech on any subject. By accident I have developed my views along certain lines when I was strongly in favor of it; so I strongly expressed myself on the franchise matter; the constitution is all the franchise I want. I am very thankful for the honor you have conferred upon me. I accept it, and will do the best I can for the association. We are separated by many miles of country, but when difficulties come up the officers of this association advise with each other and do the best they can to adjust and settle all disagreements and misunderstandings. I shall struggle harder in the future for the welfare of this association than I have in the past. I am glad to have met so many here, but I had hoped to see a hundred faces. Our meeting, in our judgment, has been a success. Many of you have no idea of the responsibility connected with a work of this kind. It is not simply to go out and do a good piece of work for the dollars there are in it. Not only must we do that, but we must at all times be ready to advise and offer suggestions bring good and honor to this association. in here and make trouble from start to fintions and do everything in our power to We are not a perfect people. Men may come ish. We must separate ourselves from all such, and I think we have done a good work in mustering out the ones we have. Do your duty; live up to your contracts; even if you happen to make a contract to your own disadvantage, live up to it and fulfill it faithfully. You heard Mr. Steinbrenner say that he completed a contract for the Dr. Chase Company, and the net results were 40 cents. He discharged his duty, and in doing so he won the confidence of that firm. You will all find, if you live up to your contracts, it will be the best advertisement you can have. I would urge you all to be faithful to the trust and confidence these big firms place in you, and be assured the time will come when you will get fair prices for your work. Again I thank you for the honor conferred upon me and for the confidence you have in me, and I will try to merit it more in the future than I have in the past.

(Long and loud applause, shaking the very walls of the Hotel Leland.)

Mr. Tirrill: The next in order is the First Vice President. I move you that our present Third Vice President, R. S. Douglass, be moved up to the First Vice Presidency.

Mr. Krutz seconded the motion and moved that the nominations for First Vice President be closed and the unanimous vote of the house be cast by the Secretary for Mr. Douglass, of Memphis, Tenn.

Motion seconded. Carried.

Mr. Steinbrenner: I offer my vote, the unanimous vote of this association, for Mr. R. S. Douglass, of Memphis, Tenn., for First Vice President for the ensuing year.

(A speech called for.)

Mr. Douglass: I can only say that I thank you for the honor conferred pon me.

President: The election of Second Vice President is now in order.

Mr. Steinbrenner: I would like to make a motion to elect Mr. Tirrill, of Lima, O., as Second Vice President.

Member: I second that motion and move that the nominations for the office of Second Vice President be closed and the Secretary instructed to cast the vote for Mr. Tirrill.

Motion seconded and carried.

Secretary: I cast my vote, the unanimous vote of this association, for Mr. W. C. Tirrill, of Lima, O., for Second Vice President of this association for the ensuing year.

Mr. Krutz put in nomination Mr. Curran for Third Vice President. Nomination seconded.

Mr. Hill: I think Mr. Hudson as an officer has all done us good service, and, although he is not here, I would nominate him for Third Vice President.

Mr. Fairchild: I would like to offer a resolution thanking Mr. Hudson for his efficient service in the past; but it has been a well established rule in the past to elect no member who is not present.

Mr. Hill withdraws his nomination.

President: Mr. Curran is in nomination for Third Vice President; if there are no other nominations, a motion will be in order for the Secretary to cast the vote of the house for Mr. Curran.

Motion made and seconded.

Secretary: I cast my vote, the unanimous vote of this association, for James A. Curran for the office of Third Vice President of this association for the ensuing year.

Mr. Douglass: I would ask the consent of the convention for permission to offer a resolution. If there are no objections, I would like to instruct the Secretary of this association to thank Mr. Hudson for the efficient service rendered us in the past and to extend to him our deepest sympathy in this, his hour of trouble.

Motion put by the President and unanimously carried.

President: Next in order is the election of Secretary. We will leave the election of Treasurer until we have a law providing for that office.

Mr Fairchild: I place Mr. Steinbrenner in nomination for the office of Secretary. I know probably better than any man here just what Mr. Steinbrenner has been to this association; I know that I tried awfully hard myself from motives of pride, and I got tired; but Steinbrenner never got tired.

Mr. Curran: I move that the President cast the vote of this association for Mr. Steinbrenner as Secretary.

Motion seconded and carried.

President: I cast my vote, the unanimous vote of this convention, for Mr. W. H. Steinbrenner, of Cincinnati, O., for Secretary of this association for the ensuing year.

Great applause. Cries of "Speech! Speech!"

Mr. Steinbrenner: I would like to say to the members present that I am not a speechmaker; I think I can do better working for the interest of the association away from than I can with them. I have tried to do my duty; tried to make the association a success, and as far as it has gone I am proud to say it has been a success. I don't think I deserve as much credit as "The Billboard." It has done as much for this association as anything else. I thank you all, and I will persevere and do as well in the future and even better than I have in the past. I want to say in regard to a stenographer, that I have one, and I am glad the members of this association can't all see her at once, but if any of you call at my office in Cincinnati, I will introduce you.

Applause and laughter.

President: Nominations for Soliciting Secretary are now in order.

Mr. Tirrill: I offer in nomination our present Soliciting Secretary, Mr. W. H. Case, Ft. Wayne, Ind.

Mr. Curran: I move that the nominations close, and that the Secretary be instructed to cast the vote of the house for Mr. Case.

Motion seconded and carried.

Secretary: I herewith cast my vote, the unanimous vote of this association, for Mr. W. H. Case, of Fort Wayne, Ind., as Soliciting Secretary for the ensuing year.

A speech being called for, Mr. Case said:

Mr. Case: Gentlemen and Friends.—I don't intend to try to tell you how I thank you for this re-election, but you know that the boys who come from "Old Hog Alley" always manage to get the big end of everything.

L. H. Ramsey, of Lexington, Ky., was elected a member of the Executive Committee.

Mr. Ramsey: I don't know what the duties of the Executive Committee are. I will do the best I can.

Speech by the representative of the Western Ad-Sign Syndicate. This speech was highly appreciated by the convention; one and all were promised distributing as soon as anything was to do. "I thank you, gentlemen, for your courtesy, and in behalf of my partners and myself promise you will hear from us, not only as men, but hear from us through results." Advise us by mail, and as soon as any work comes up we will put ourselves immediately in touch with you. Send us your cards.

Member: We have with us Mr. Clough, one of the earliest members of this association, and our first President; we have not yet heard from him.

Mr. Clough: Mr. President. I understand there are parties trying to come in on our territory, and I paid for my territory two years ago, and I am doing a just distributing business in this city. I don't see how they can come in and take this place. I pay my dues and I claim just as good a right to this place as any man. The American Bill Posting Company proposes to come in here and drive me out.

Discussion from various parties.

President: Any further remarks.

Mr. Fairchild: We have been profitably and pleasantly entertained by a number of gentlemen. I think the names of the men who have done more for this association than any advertisers in the United States should be spread upon our minutes: Dr. W. S. Burkhart, Dr. Chase Company, Dr. Miles Company and the Lydia Pinkham Company.

Mr. Leonard: We also have the Wells-Richardson Co.; we have the C. I. Hood Co., the Chattanooga Medicine Co.—one and all have given us work. If we go to work and pass a resolution of thanks, what will the people who are left out have to say?

Mr. Curran: That is what I say. Dr. Burkhart has made his kindly remarks, which we all appreciated; Dr. Chase Company and Dr. Miles' Company have been represented here, and the Chattanooga Medicine Co.; they have spent their time and money, and showed their good feeling; that is their side of the question. But there are other firms who patronize us.

After further discussion, it was moved and seconded that a resolution be passed by this association, thanking the advertising fraternity of the world for their presence and recognition through the mail and otherwise of our organization.

Resolution unanimously passed.

Mr. Fairchild moves to adjourn until 9 o'clock Thursday morning, July 21, 1898.

Motion carried.

THURSDAY MORNING, JULY 21, 1898.

House called to order by the President at 10 o'clock.

President: We will open under the head of "New Business," No. 13.

Mr. Curran: I move that we take up the new resolutions.

Motion seconded.

President: There is a call for the report of the Committee on Laws and Revision of Laws.

Motion carried.

The following resolutions were read by Mr. Case, Chairman of the Committee on Laws and Revision of Laws:

Mr. President:—Your Committee respectfully recommends that Article XII. of the constitution be amended to read as follows:

Section 1. "No more than one member shall be accepted from any one town or city."

Sec. 2. "Nor shall any member obtain or hold a franchise for any town or city over which he does not hold and exercise personal supervision."

And that Section 4 of Article IV. be amended to read as follows:

"Suspension for nonpayment of dues shall continue until all due and arrearages are paid in full, and if at any regular meeting there be any member resting under suspension for nonpayment of dues,, and such member does not pay said arrearages at said meeting, he shall be dropped from the roll of membership; and, if he apply for membership again, he shall pay into the treasury all said arrearages, besides the initiation fee, the same as if he had never been a member."

Also that Section 2 of Article IV. be amended to read as follows, viz.:

"All dues shall be paid semi-annually in advance on or before the date on which they are due."

We further recommend that Section 2, Article VII., be stricken out, and that Section 4 of the same article be amended to read as

follows, viz.:

"All officers shall be allowed all necessary expenses for stationery, postage and stenographers for the proper discharge of their duties; and the absolute expense attending the presence of the Secretary and Soliciting Secretary at each meeting shall be paid by the association."

We recommend, furthermore, that the following section, marked No. 4, be added to Article III., viz.:

"No person having once been a member of this association may be re-elected or reinstated unless he shall have first paid into the treasury all dues and arrearages charged against him at the time of expulsion."

"No member of this association shall do advertising work of any kind in the territory of a brother member without first obtaining a written permit from the member in said territory, setting forth the name and nature of the work to be done. This permit must be filed with the Soliciting Secretary.

"Failure to provide himself with a permit will subject the offending member to a fine or expulsion, at the discretion of the Executive Committee.

"Where a member has held more than one city or suburban town, he shall be given ten (10) days' notice by the Secretary in which to file an application for such territory, and thirty (30) days time in which to make final settlement for such.

"It shall be the duty of each member to report to the Soliciting Secretary at least every thirty (30) days as to what has been done in his territory, the kind and class of work, also any inquiries he may have had from advertisers regarding work in his territory.

"We further recommend that the office of Secretary-Treasurer be abolished, and that two offices be created in its stead, namely, that of Secretary and that of Treasurer, the latter to be bonded in the sum of $1,000.

"All sections or parts of sections conflicting with the above sections shall be null and void.

"That hereafter all transfers of membership be required to pay the regular membership fee, and that such transfer is not effective until approved by the Executive Committee."

(Signed) W. H. CASE, Chairman.
W. H. STEINBRENNER,
JAMES A. CURRAN,
GEORGE W. LEONARD,
CHARLES F. BRYAN,
Committee.

Mr. Curran: I move that the resolutions be adopted section by section as read.

Motion seconded, put to the house by the President and unanimously carried.

The above resolutions were read and each section discussed and fully explained, after which a motion was duly made and seconded, and the President placed the motion before the house, and each section was voted upon and unanimously adopted separately.

The amendment to Section 2, Article IV., Mr. Steinbrenner explained, would require all members to pay six months' dues in advance, the object being to save the postage and a great deal of labor.

After the reading of the following section: "We further recommend that Section 2, Article VII., be stricken out, and that Section 4 of the same article be amended to read as follows, viz.: 'All officers shall be allowed all necessary expenses for stationery, postage and stenographers for the proper discharge of their duties,' "

Mr. Crownover made a motion, which was duly seconded, that there be added to that section the absolute expenses of the Secretary and Soliciting Secretary incurred in attending the conventions, stating that their presence was a necessity; others could come or stay away, as it suited their convenience.

Mr. Grebe: I agree with Mr. Crownover, and ask that that section be amended to include the expenses incurred by our Secretary and Soliciting Secretary in attending the meetings.

The President objected to the expenses of the Secretary and Soliciting Secretary being paid by the association, not that he did not fully appreciate the valuable services of the gentlemen, but he always was in favor of the whole and not the individual. Neither the Secretary nor Soliciting Secretary asks for a salary; they would not accept it if offered.

Mr. Case: I think I voice the sentiment of Mr. Steinbrenner when I say that we came here prepared to pay our own expenses.

Mr. Fairchild: Mr. President, I believe it is necessary for the Secretaries to be here; the other members can find an excuse for not being here. Therefore, I believe it would not be any more than right to pay their expenses.

Mr. Crownover: Mr. President. If our members at large would consider for a moment that these gentlemen are bound to be here, no matter how important the business they have to leave, that they work for our interest during the whole year, while we are only attending our own business, I do not believe that any one would object to a special assessment or a little advance in our fees, to be applied to this purpose. I know that within the last year our Soliciting Secretary has thrown in my way over $198, and I certainly would be very selfish were I to object at this slight extra expense involved. And I am sure none of us have ever written to our Secretary, Mr. Steinbrenner, asking him for prices, or any other question, that we have not received an immediate reply. And what benefit do these gentlemen get? Only a little extra prominence, and they have to take the bulk of the responsibility. They work for this association, while we sit and read the papers in front of our homes.

There was some discussion concerning a fixed salary for a stenographer, but it was decided to leave that matter entirely in the hands of the Secretary.

On motion of Mr. Douglass, the resolution was read as amended, or with the following section added thereto, viz.: "And the absolute expenses attending the presence of the Secretary and Soliciting Secretary at each meeting shall be paid by the association."

Unanimously adopted.

There was a lengthy discussion on the advisability of the members of the association furnishing the Secretary with the prices they were paid for distributing by advertising firms. It was finally agreed that as the matter was entirely confidential and strictly for the good of the membership, the Secretary should be kept informed, as far as possible, as to the rates charged, but the matter was left to the discretion of the members. They were advised, however, to furnish such information.

After reading the amendments to the constitution section by section, each section being discussed, amended and finally adopted, Mr. Curran made the following motion:

"I move that all these sections, as now read and passed on, be adopted as a whole."

Motion seconded, put before the house by the President and unanimously carried.

President: When the constitution and by-laws come out the sections as adopted by you will appear therein.

A motion was here made as follows: "That we revert back to the 'Election of Officers.' "

Motion seconded, put to the house and carried.

President: The election of Treasurer is now in order.

Mr. Douglass: I move that we nominate Mr. Fairchild as Treasurer.

Motion seconded.

Mr. Fairchild: Mr. President, I don't wish that at all; I don't want it; put a younger man in that place. Mr. J. F. Otting is just as convenient to the Secretary, and I nominate Mr. Otting for Treasurer.

No second to the nomination.

President: It has been moved and seconded that the unanimous vote of this association be cast for Mr. Fairchild as Treasurer.

Secretary: I take pleasure in casting the entire vote of this convention for Mr. O. P. Fairchild, of Covington, Ky., as Treasurer of this association.

(Applause.)

FREDERICK D. JONES.

Mr. Fairchild: Mr. President and Gentlemen.—I am very thankful to you for the confidence shown in giving me this office, though I don't want it.

President: This completes the entire list of officers. We will now pass again to "New Business."

Secretary: We have an application for membership from Smith & Leath, of Van Wert, O., indorsed by W. C. Tirrill, J. F. Otting and Charles F. Bryan.

Mr. Crownover moves that the application be accepted as indorsed. Motion seconded, put to the vote of the house and unanimously carried.

Secretary: I have an application for membership in this association from the American Bill Posting Company, of Evanston, Ill., signed by J. A. Clough, R. S. Douglass and Charles F. Bryan.

Mr. Crownover moves that the application be accepted as indorsed. Motion seconded, put to the house and unanimously carried.

Mr. Otting here introduces the new members, representing the American Bill Posting Company, Colonel Robbins, and Mr. R. C. Campbell, of Evanston. The gentlemen were greeted by the President and Secretary.

President: As President of this association I am pleased to welcome the American Bill Posting Company as members of our association, and I will say that we will not be fairly satisfied without a speech from each of you.

Mr. Campbell: Mr. President and Gentlemen.—As newly elected members from Evanston, we thank you. We trust our work will be such as will merit a continuance of your good will. We are the champion bill posters of the United States. We have one of the best plants in America. We do as much bill posting as any other firm, and we have built up that business in five short years by good, honest work. In talking with your members here, Mr. Clough thought that probably we wanted a membership for this territory. We told him that was not our business. We told him we would only pass that portion of business over to him; that I wanted the membership for the purpose of license and driving out fifteen or twenty similar distributors. You can take my tip for it, and that of Colonel Robbins, that we will do for your member here in Chicago what he could not do for himself. (There are a few Spaniards here. I have known them to take work at 85 cents a thousand. I have watched them canvassing for business. We are the champions of high prices. We know what distributing is. The Colonel and myself have been twenty-five years in the show business, and have done more work and had more work done for us than any two men I know of. I am in favor of making Chicago not only the best bill posting, but the best distributing city in the world. (Applause.)

Secretary: I want to introduce to this meeting the President of the International Bill Posting Association.

Mr. Schaefer, President of bill posting association: Mr. President.—I regret that I am not prepared to address you. The gentleman who has preceded me (Mr. Campbell) has explained the situation in Chicago. I voice his sentiments.

Colonel Robbins called for.

Colonel Robbins: Mr. President and Gentlemen.—I can only concur in the thoughts expressed by my partner, Mr. Campbell. I have a minor position. I look after the money, and I assure you I look after that very carefully.

Mr. Crownover: We have not heard anything from our Brother Miller yet.

Mr. Miller: Mr. President. I am comparatively a new member. I came here to hear from others; I am not a speaker.

Mr. Henderson: Mr. President. If all the new members have been heard from, I would like to take this opportunity to bring the question of commissions before this meeting. I think, myself, that 16 2-3 per cent. is a good big commission for advertisers to receive from the local bill posting and distributing concerns; I think Houghtaling, of New York, would be satisfied with 10 per cent. I believe with our Chicago member on the subject of high prices pertaining to every business, the bane of my business has been the cut-throat prices between the local bill posters. I don't think we ought to complain when we give up 16 2-3 per cent., if that is considered for the good of the order. Therefore, I move that it be the sense of this association that 10 per cent. be sufficient commission for us to allow for distributing work.

Mr. Crownover seconded the motion.

Member: I should like to ask the gentleman whether this commission applies to the work of the International Association?

Mr. Henderson: I intended it to apply to all general agents who sent work out.

Mr. Douglass: The motion as offered would make everybody in the country a general agent. We are going too fast. We must provide for a general agent before we take any action. We can make the American Bill Posting Co. a general agent, or Mr. Steinbrenner a general agent, and give them 10 per cent. off; that would be all right; but are we to consider Dr. Burkhart a general agent, and he get 10 per cent. off of all his business in the United States. I decidedly object to any such proposition.

Mr. Henderson: I don't think the gentleman understands my proposition. Every member must be his own judge of who a general agent is; of course, no proprietor of a patent medicine, as Dr. Burkhart, or C. I. Hood Co., should have a per cent. off; but it is not much trouble to determine who the general agents are. Our Secretary, for instance, should have it, and any other general contractor, as The American Bill Posting Co. I don't think we will have any trouble in deciding who is entitled to the per cent.; the opinion was that 16 2-3 per cent. was most too much to allow, and I made the motion that it be the sense of this meeting that 10 per cent. was enough.

Member: I would rather pay more, and get good paying work. I have been paying 16 2-3 to the Colonel; I have had some work from Houghtaling, New York, and they deducted only 10 per cent.

Mr. Fairchild: If Mr. Houghtaling did that he must have favored this gentleman. I am willing to allow 16 2-3 per cent., if it is good work, but if the firm is doubtful and we have trouble in collecting from them, that per cent. is too much.

Mr. Steinbrenner: Mr. President. I don't think 16 2-3 per cent. is any too much; I found when I placed work for Dr. Burkhart, there was a whole lot of work connected with it; it took about 12 cents for postage, sfending blank contracts, certificates, etc. I think it is worth fully 16 2-3 per cent., and I am willing to pay it for a list of good, fair work at fair prices. There is a great deal of work connected with this business that you do not appreciate. There was one big contract I tried to obtain, and went to New York twice and then failed to get it, and of course the entire expense was a loss to me. When we do get a contract, we ought to make enough on it to even up the losses we sustain.

Mr. Horn offers an amendment to the effect that the commission be 16 2-3 per cent.

Mortion, as amended, seconded.

President: You have heard the motion to the effect that the 10 per cent. be the amount paid for commissions, and you have heard the amendment made by Mr. Horn, that the amount be raised to 16 2-3 per cent.

Vote taken, and division called for.

President: All in favor of the commission being 16 2-3 per cent. will rise. Forty-three rise, favoring the amendment.

President: All opposed to the amendment, and in favor of the original motion, that the commission paid be 10 per cent., will now rise.

Sixteen are opposed to the amendment.

Motion carried, 43 to 16.

The matter of commissions was further discussed pro and con. It seemed impossible to reach a very satisfactory conclusion.

Mr. Douglass: I move that the whole matter be laid on the table.

Motion seconded.

President: It is moved and seconded that the question before the house be laid on the table.

Motion unanimously carried.

Mr. Campbell favored high prices all around.

Mr Hayes had nothing to say.

Mr. Talbott thought prices should be high enough to enable distributors to make a profit; he did not believe in doing inferior work.

A prospective member asks if this 16 2-3 per cent. is to go to the advertisers of patent medicines, etc. If they are to make a contract and then have a rake-off.

President: The men who are doing the advertising would certainly not ask anything of that kind.

Mr. Tirrill: I would make an amendment; that is, that this commission be allowed to members of this association.

Motion duly seconded, put to the vote of the house. Division called for.

President: All those who favor the amendment to the original motion, that this 16 2-3 per cent. be allowed to members of this association only, will rise.

Forty in favor; 21 object.

President: The motion, with amendments as now passed, is that with persons who are not members of this association, you can make any contract you choose. I don't care to make any remarks. I have always been a friend to a commission; I don't think I care to go out and labor and come in in the evening and give all the work I have secured to my neighbors; but when I have secured a contract for thirty million circulars to be placed before the people in the United States, and divide this contract out, I should have my per cent.; it is my capital, my business.

The question of electing honorary members to the association was fully discussed, Mr. Steinbrenner stating that he had a friend, an old gentleman, an old distributor, whom he would like to propose as an honorary member, that it would be a great pleasure to him to become an honorary member of the association—Mr. Fisher, of Omaha, Neb.

Mr. Carleton: Mr. President, as I have the franchise for that city, I take pleasure in presenting the name of Mr. Fisher as an honorary member of this association.

Mr. Hill: Mr. President. There is no way we can bring Mr. Fisher in as a member, or an honorary member, of this association, unless we change the constitution. Section 2, under Article III., reads as follows: "No person shall become a member of this association who does not do, or have done under his direction, circular or sample distributing, or print, solicit or own advertising matter for distribution. No person shall become a member of this organization unless he be a "bona fide" distributor."

Mr. Steinbrenner: I simply brought his name before the meeting. I have nothing further to say.

President: As there is no provision in the constitution and by-laws, it might establish a bad precedent.

Mr. Curran: As there is nothing before the house, we all want to know where we are going to meet next year. I extend you an invitation to meet at Denver. I assure you if you meet there you will see sights you have never seen before.

Prsident: We will consider that invitation.

Mr. Fairchild: Mr. President and Gentlemen.—I want to extend a most hearty and cordial invitation to this association to meet at Cincinnati.

Member: Where is that? (Laughter.)

Member: It is a suburb of Chicago.

Mr. Crownover: I don't offer our town, "The Twin City," St. Paul and Minneapolis, as it would be too far, but I invite each member of this association to call on me there.

Secretary reads a letter from Appleton, Wis., extending a cordial invitation to the convention. And we have an invitation from Detroit.

Member: I should like to read Section 2, Article I., of by-laws: "The regular annual meeting shall be held at a time and at a place to be designated by the Executive Committee."

President: I understand it is the duty of the Executive Committee to act when the association is not in convention. When this body is in session, they are the power that does elect, so you are not depriving your Executive Committee of any of its rights and privileges when you name the place of our next meeting to-day, for our Executive Committee are taking a part. We should consider the matter of convenience and transportation in deciding this question—not many of us travel on passes and other kinds of transportation. There are a great many who can not come a great distance to attend one of these conventions, so it would be advisable to locate your convention as convenient as possible, and at a time when we can leave our business the best.

Mr. Fairchild: Mr. President: I think it would be wise to discuss the matter and locate the convention in Cincinnati, but I think the power should remain in the hands of the Executive Committee to change that location if circumstances should come up making it desirable to meet some other place.

Mr. Hill: I think we should locate it where we could get special rates. We could not get any rates here. Next year the Christian Endeavorers meet in Detroit, and they always get cheap rates.

Ballots were distributed.

Cincinnati, Detroit, Denver and Appleton were the cities voted on.

Result of first ballot: Cincinnati, 36; Denver, 5; Detroit, 11; Appleton, 2.

Result of second ballot: Cincinnati, 31; Detroit, 21; Denver, 1.

President: I will ask for a rising vote, without motion. All those favoring Cincinnati as our next place of meeting, please rise to your feet and remain standing until the Secretary counts you.

Thirty-nine for Cincinnati.

President: Those favoring Detroit as our next place of meeting, rise.

Twenty-six for Detroit.

President: Cincinnati is our next place of meeting, subject to the consideration of the Executive Committee. Are there any suggestions as to the time. Would any prefer to have the convention meet in the winter?

Member: I think about this time of the year is the best, as there is less business being done.

Secretary: We should arrange our meeting so as not to conflict with the convention of the bill posters, as many of them are members of our association.

Mr. C. C. Cox, representative of Orator F. Woodard, of New York, is introduced, and a speech called for.

Mr. Cox: Mr. President and Gentlemen.—I thank you very much for the privilege of addressing this assembly. I have met your Secretary and Mr. Clough, and had some curiosity to see you as a convention. I am glad I have met you and congratulate you on being a fine-looking body of business men. I represent the Grain-O business; most of you know something about us as general distributors.

The following motion was put to the house and unanimously carried:

"That a vote of thanks be extended to all the officers of this association; to the stenographer, (Miss Gilmer), who has served us; to the general advertisers and their representatives, to the press, and to the proprietor of the Leland Hotel, who has treated us with so much courtesy.

Mr. Bryan moves to adjourn "sine die."

Motion duly seconded.

President: It is moved and seconded that this association adjourn, "sine die."

Unanimously carried.

OFFICERS FOR 1898-99.

JOSEPH REID.........................President
(Kansas City, Mo.)

W. H. STEINBRENNER............Secretary
(Cincinnati, O.)

O. P. FAIRCHILD....................Treasurer
(Covington, Ky.)

W. H. CASE..............Soliciting Secretary
(Fort Wayne, Ind.)

R. S. DOUGLASS.........First Vice President
(Memphis, Tenn.)

W. C. TIRRILL.........Second Vice President
(Lima, O.)

JAMES A. CURRAN.....Third Vice President
(Denver, Col.)

EXECUTIVE COMMITTEE.

THOMAS KAIN..............Middletown, N. Y
F. M. GROVES..................Evansville, Ind
L. H. RAMSEY..................Lexington, Ky

Howard N. Holshouser, of Covington, Tenn., sends us the official ruling of the Commissioner of Internal Revenue in regard to free sample packages. We give it herewith, viz.:

"Samples of medicinal preparations and Schedule B. may be removed from the place of manufacture for free distribution without stamps or payment of tax. Every sample so removed must have legibly printed thereon the following notice:

: This is a free sample removed from the factory for gratuitous distribution. Any person selling or exposing it for sale will be liable to all the pains and penalties of the law pronounced against persons violating Schedule B.—Act of June 13, 1898. :

Advertising as an Art.

X-Rays Revealed.

So cleverly have business men arranged advertising, almost every conceivable form has been invented to attract the eye. ("I" indicates one dollar.)

The fields of literature, music, painting and the polite arts generally are being explored in search for materials which may be used to attract custom; even the sun, moon and stars have been playing their parts, until it seems they should protest against the great burlesque. Does old Sol rise earlier for having supposedly having taken a pill, or can the man in the moon wink one eye because of having received a chew of somebody's tobacco?

We beat the world with Yankee ideas of "Yankee notions." The burlesque of yesterday is to-day a veritable accomplished fact. Caricature is the hot-bed of invention. The cartoonist, working for bread and butter, points his pencil and aims his shaft of ridicule in a sneering mood at supposed impossibilities, not realizing his own genius, but striving to raise the laugh, fails to patent his absurdity, and wakes up next morning to find his fun turned into solid earnest by some shrewd Yankee, who patents it as his own invention and reaps a wonderful harvest of royalties from the manufacture of a really practicable working device.

It is one thing to discover the X-rays, and quite another to make the X-raise. Talent may think, but tact will raise a ten-dollar bill. "Quacks may prescribe, ducks can lay eggs, a hen may incubate the yellow brood; but it is shrewd, cool calculating determination that hatches golden eagles and double-eagles.

Disbelieving in a veritable Santa Claus, or in spirits, genii, fairies and the like, Puck, the comic illustrated weekly, has made millions out of the Shakespearean fancy. It has tickled the public. Puck, becoming pronouncedly successful, has its imitators.

Palmer Cox, the poet-artist of New York, invented and peopled the world with the irresistable and ubiquitous Brownies, first in a series of toy books; now they "cut their shines" as a well-paid investment by many manufacturing firms to advertise. Brownies are found in our coffee and upon our tablecloths; they form rag-doll regiments, and perform neck-breaking feats for a chew of Thingumbob's tobacco. It is not that they are real—it is a pleasing, delusive fancy, delightful and merry, and appealing to appetite—touching the pocketbook through the love of humor.

A recent advertising "craze" in magazine work was a sort of lexiconic orthography—lists of words to be spelled from a certain given word. There were also drop-letter puzzle contests. In short, they were monstrous lotteries. The illustrated rebus has played a big part in the game.

The retail trades also employed the illustrated rebus, as did also the soap and coffee trades. Prizes for solutions were offered without fee.

Everybody puzzles their brains to win gold; age or sex making no difference; the turn of Fortune's wheel gladdens few hearts and saddens many. (As in the experience of the writer, who out of many contests received $2.50 gold in one case on a rebus, and this year a $50 (?) watch and chain by payment of $6 for a five years' subscription to prevent forfeiting the chance of having a chance at drawing the $300. The magazine came six months. The watch and chain came by mail—not by express, as agreed and paid for—BROKEN. Not a penny is received ever after, although they agree to print names of successful contestants. Nothing like that appears.)

Signs and symbolism are the foreshadowings of truth through which we reach intellectual height and scholarly acquirement.

Delightful as Puzzledom is to the senses, it is handmaiden to the common education, a gymnasium for mental athletes. The practicability of this mental recreation is the flexibility of thought, penetration of idea, the seeing of both sides of a subject at once; it discovers ambiguities—"Ladies' Clothing Ready to Wear," and not "Ladies' ready to wear Clothing"—and with an incisive scalpel dissects double meaning, anticipates and reads the mind of those with whom we converse, especially those with whom we wish to make bargains.

Summarizing: Wide-awake men of business have discovered the unknown quantity, speaking algebraically and as illustrated by the sign "x:" have reared a superstructure expressive of the sciences and arts, and have found the touch-stone of success in coupling Utility with Ability, and Precision and Decision, so essential to the expert, be it in art, literature or applied science. Then and only then, are all theories, even though imaginative become practical.

With earnest desire for an early organization of the National Sign-Painters' Alliance, and for the unbounded success of "The Billboard" and all its readers, we thank the editor for space accorded the writer in making his initial bow.

ALLEN E. HARBAUGH.

Pennsylvania Billposters'

Association Meets at Allentown—Manager Worman Provided Kiche-Zettle that Delighted the Inner Man.

(Special correspondence.)

Allentown, Pa., Aug. 16, 1898.

The Pennsylvania Bill Posters' Association, which was in session yesterday at the Academy of Music, were taken in tow at 4 o'clock in the afternoon by Manager N. E. Worman and taken on a trolley car to Northampton and Siegfried. With them were Mayor F. E. Lewis, C. M. W. Keck, Hon. Wm. H. Sowden, Alderman A. W. Haines, Fred. F. Kramer, Martin Klingler, John Fry, John Whitesell, Alfred Holstein and newspaper men of Allentown and Bethlehem. At Northampton the fine brewery of the Northampton Brewing Co. was inspected, together with the wet goods that are there manufactured, and by unanimous accord, it was decided that both were of the very best that can be made. President Henry Kirsch had the party in charge and treated them in his usual generous manner. At Siegfried, C. N. Albert's Allen House and Noah Weiss' Mt. Vernon Inn were the stopping places. The inn and its surroundings were viewed with evident delight. The museum was the source of much surprise because of the excellence of the things on vew. On the return trip the stop was made at J. V. Huffort's Academy of Music Restaurant, where a delectable menu was enjoyed. The table was handsomely spread and the room was beautified by an abundance of flags. A "dummy" bill poster stood guard at one end of the table with a paste kettle and brush. What was enjoyed follows:

Kiche-Zettle.
G'frorene Oischters uf der Schal.
Gedeiwelte Krebse.
Gedeiwelte Klams. Lobbschter Z'lat.
G'schtiemte Klams.
Galt Schunkeflaesch. Schweizer Kehs.
Gebutterte Riewe. Gepickelt Kraut.
Neue Pickels.
Welschkorn. T'matts.
Zellerich.
Sardiens. G'saltzte Gruene Blaume.
Klam Brieh.
Wasser, Kalt Odder Haes.
Sigars. Sigeretts.
Allentown Grundniss un Reading Bretzels.
For Haem Nemme zu die Frah Odder zum Madel.

President Mishler was toastmaster, and called upon various banqueters for a few remarks. The affair was a decidedly pleasant one.

Poster Printers

W. W. Newman, of Huntsville, Ala., owns a quarry of lithographic stone near that city which is as fine in quality as anything that comes from Salenhofen. He is going to organize a stock company to develope this property. The Donaldson Lithograph Company, of Cincinnati, tested the stone rigorously, and pronounce it excellent.

The Newburg Daily News Company, of Newburg, N. Y., has gone out of lithographic poster printing entirely.

Fred Felton, of the Central City Show Printing Company, of Jackson, Mich., is a so director-in-chief of the Jackson Carnival, and he is making it boom.

Ault & Wiberg, of Cincinnati, have just brought out a poster red that is about the reddest red that was ever read on a poster. It is fairly permanent and very cheap.

The Hellebutg Photo-Graving Company, of Cincinnati, are achieving an enviable reputation for the superior quality of their half-tone cuts.

In writing to advertisers mention the fact that you saw it in "The Billboard."

Every poster printer, and in fact every other printer, ought to subscribe for "The Billboard" one year—one dollar.

The Donaldson Lithograph Company, of Cincinnati, have closed contracts to supply 114 hall shows with paper during the theatrical season of 1898-99. This mammoth concern moves into its new home October 1, where, with largely increased facilities, it will easily take rank as the largest poster printing plant in the world.

Another cylinder press added during July will enable Hennegan & Co., of Cincinnati, to keep pace with their large and always growing trade.

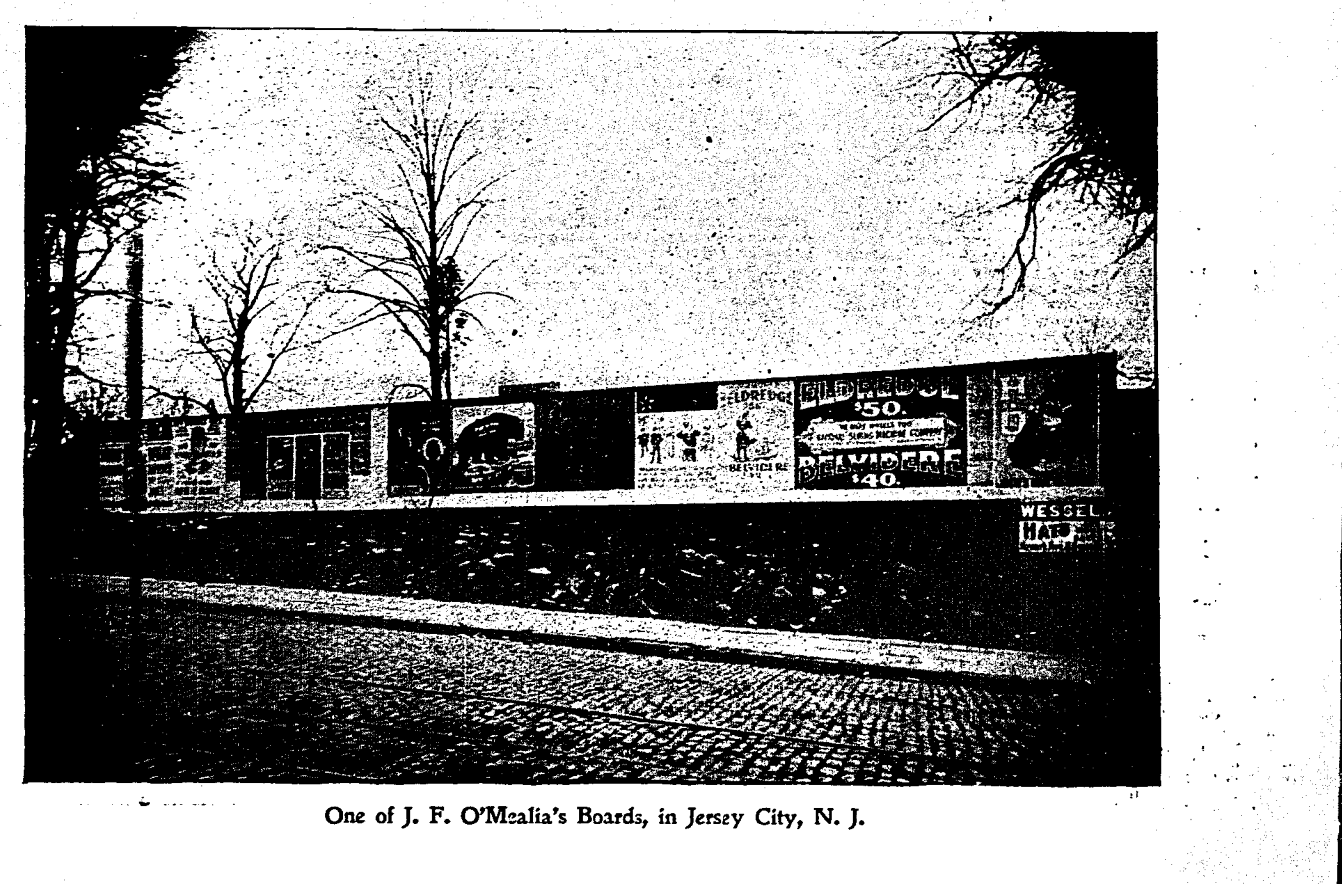
John Hennegan, of Hennegan & Co., Cincinnati, possesses histrionic ability of the very highest order. Mr. Hennegan put in two seasons on the road in his younger days.

Various existing firms have, from time to time, claimed the honor and distinction of having printed the first lithographic stand. To set this matter right, and settle all disputes, we will state that the first poster larger than a whole sheet was completed May 22, 1870, by the firm of Ferden & Meyers, a firm no longer in existence, but which in the year mentioned was located at the corner of Williams and Fulton streets in New York. It was a two-sheet printed on a press 42 by 56 and executed in five impressions under the direction of Peter Cramer, who enjoyed quite a reputation as a lithographic artist. The poster was made for Lydia Thompson. Jake Ottman, founder of the Ottman Lithograph Company, was book-keeper in the concern at the time, and Emil Rothengatter was a mere apprentice. The press, it is said, is still in existence at Seibert's.

The Aluminum Plate and Press Company, 87 Nassau street, New York, are advertising the merits of their process.

The first big hit made by an American poster in England was a twenty-one-sheet made by the Metropolitan for Frank Frayne in 1873.

The Donaldson Lithograph Company has added Emil Rothengatler to its already large force of artists.



One of J. F. O'Mealia's Boards, in Jersey City, N. J.

Sign Painters, Signs and Sign Manufacturers

Department • Conducted by R. H. Forgrave.

It is very aggravating, when using two or more colors, to happen to dip the brush in the wrong color. This may be obviated by using a receptacle in, say, three divisions. Have lids for each of the two end divisions on hinges, and in such position so that when one division is in use, the other two may be covered by simply throwing the lids over in the same manner as a double box with a lid only made large enough for one fastened on a hinge in the center to throw both ways. The utility of such an arrangement will suggest itself when working on a ladder, as it will save bothering with two or three buckets. Its usefulness may be further augmented by having it arranged so as to fasten to a belt around the body, as a carpenter does his mail pouch. Little tin shelves, with clasps, may be put on the front side to hold the brushes.

We have mentioned in these columns before about the advantages of a stone and muller in the sign painter's shop. We find that some of the younger members of the profession do not know what a stone and muller is. The stone is a level marble slab of any size, say over fifteen inches square. It matters not of what shape it is, so it is large enough. The muller is a small piece of marble of such a shape as to be easily held in the hand. It is used for grinding paint. What is more, paint can be ground finer with a stone and muller than with any paint-grinding apparatus that has ever been invented. To use such an arrangement, lay the slab in a horizontal position. If you wish to grind dry colors in oil, such as Prusian blue or any of the water colors, pour some of the dry color on the stone. First free it from lumps by washing them or otherwise disposing of them. Do not put too much on the stone until you get up to handling the muller, which you will accomplish in one or two trials. Now, pour on what oil you think would bring it to a consistency, when ground, to that which you buy in cans. If you get it too thin, it may be easily remedied by putting in more dry color. Now, with the muller, rub the dry color into the oil and keep on rubbing until when you take a bit of it between the fingers it feels perfectly smooth. Some test it by spreading a little on a piece of glass and noting its covering properties. Coarse paint does not cover well on glass. If it does, it is always sandy-looking. Paint thus prepared beats anything you can buy; besides, you can grind up anything that comes handy. Common cement ground in oil in this manner makes a first-class high-colored paint. In connection with the stone and muller, a large spatula, which is a double-edged knife, will be needed. While we are talking about grinding paint we might as well tell you how to make a good water color in dry cakes. Grind in the same manner as just noted, but instead of using oil, use water. As the grinding progresses, put in some gum arabic and grind it up along with the color. After the grinding is completed, make it in cakes by putting it in oiled paper molds made in the form of small paper boxes, like you have seen the Chinese make. Allow the water to evaporate and the cakes to become dry. The gum arabic will hold the mass together, and you will have just as good a water color as you can buy. If preferred, you may grind it in glue water, but it will be harder to melt when you wish to use it. Iceland moss, a thick, slimy substance, is what is used in making the water saved and used with the aid of a stone and colors that you buy. Much paint that is regarded as useless and thrown away might be muller. Old paint skins, odds and ends, etc., may be thrown on the stone and ground into fairly good paint. The light colors might be ground by themselves, the dark colors being treated the same.

Sign painters are fast beginning to realize that the value of a sign does not depend so much on its artistic appearance as it does on that of its worth, as an advertisement. "To draw trade" is the intuition that governs the action of all advertisers. What is the use of a sign if it is not to augment the business it represents. A sign may be used merely to mark a place of business, and as such, proclaim nothing that might influence a prospective customer; yet it is an advertisement so far as it goes. Being at the place where the business is done, it serves rather as a guide-board; and further than that, its influence is lost. But where the sign is distant from the place of business, the more value it has as a drawing means that induces people to go to that certain place of business or to buy a certain product, the more it partakes of the nature of a good advertisement. To give such work value is the question. "BUY YOUR SUIT OF THOMPSON." Here we have a fair sample of what is usually seen along country roads near towns, in the suburbs of cities, and indeed on some of the big bulletin boards. Where is its value as an advertisement any more than it proclaims that Thompson is a tailor and in keeping his name before the public? It is true that the passer-by will read it, for perhaps it stares him in the face in such a way that he can not help it. He reads it, and that is all. If he thinks about it at all, he reasons: "Why should I buy my suit at Thompson's sooner than where I have been buying them?" "Are his suits any better, or are they any cheaper?" He reasons if they were, he would say so. The word "Thompson" conveys nothing to him. One-half of the world, if not more, want the most they can get for their money, and the rest want the best. In this case, such an advertisement is only excusable where Thompson is famous as a tailor, and it is already understood so by the public. Reasoning in this manner, it is plain to understand, then, that a sign, to be valuable as an advertisement, must carry more with it than merely a commandatory phrase. There must be something that will tend to induce people to go to a certain place before they will to others of the same kind. And, another thing, wouldn't it be well to expunge this commandatory-phrase business from advertising altogether. It is not understood, however, as a direct command, but it would look better and be just as well in some other form.

The simplest method of putting on smaltz is to first paint the letters in the colors they are intended to remain and let them dry. Then paint in the background around the letters and sprinkle on the smaltz. When dry, shake off the excess. Painters who do much of this kind of work have a bellows to squirt on the smaltz. It is just as good when done by hand, when a little care is used to get it on even.

EXECUTIVE BOARD

Of the House Painters' National Association Met at Cincinnati.

Mayor Welcomed Them—Program Adopted for the Meeting in Cincinnati February 7 to 10, 1899—Big Attendance Expected and Many Serious Questions to Be Considered.

The Executive Board of the National Association of Master House Painters met at the Grand Hotel, Cincinnati, Aug. 10, and was called to order by Chairman P. J. Brankin, President of the National Association. Secretary-Treasurer Kennedy, of Cincinnati, was at his post, and a large majority of the committee was found to be present at roll-call.

The committee is made up of the following gentlemen:

P. J. Brankin, President, Philadelphia.
D. T. Holland, Vice President, Troy, N. Y.
Joel Kennedy, Secretary-Treasurer, Cincinnati.
M. Dougherty, Chicago.
John D. Tobin, St. Louis.
Thomas Williams, Brooklyn.
Titus Berger, Pittsburg.
J. C. McCarthy, Chicago.
M. T. Shay, Boston.
G. W. Guthrey, Lancaster, Pa.

The committee met with the following gentlemen from Cincinnati:

John Theobald.
Allen G. Meakin.
J. Wm. Theobald.
Gus Wrampelmeier.
Chas. Grace.
John Thorbeck.
Calvin M. Fenner.
John Grace.
P. J. Nohle.
F. Oscar Theobald.
W. E. Keehan.
Ernest W. Osborne.
A. Belville.

After the reading of the minutes of the last meeting, the Chairman introduced Mayor Tafel, who welcomed the delegates to Cincinnati, assuring them of the pleasure it gave himself and the citizens generally to have as their guests a body of gentlemen representing an association of standing and influence in the world of trade. In the delegates the Mayor, recognizing the advance guard of the National Association, tendered to the committee and to the association the freedom of Cincinnati and of everything within her gates.

He was followed by Mr. E. P. Wilson, Secretary of the Convention League, and after response by Chairman Brankin, the committee got down to business.

THE OFFICIAL PROGRAM.

The Committee on Program of Business reported the following, which was approved and adopted as the official order of exercises of the National Association, which will meet in Cincinnati Feb. 7, 8 and 9, 1899:

Call to order, Tuesday, Feb. 7, 1899, at 10 a. m.

Prayer.

Preliminary remarks.

Appointment of Committee on Credentials.

Reading minutes of last convention and meeting of Executive Board.

Report of officers.

Appointment of Committee on Resolutions.

Reports of committees.

Reports from State officers on the standing of State associations.

Report of Committee on Trades School.

Paper by Titus Berger, former President of the Association, "An Appeal to the Trade to Give the Apprentice System a Fair Trial."

Paper by Mr. Daugherty, of Chicago, "Proper Methods."

Report of Committee on Analyses.

Report of committee on the subject of the admittance of manufacturers and journeymen to active membership.

Discussion of the subject of "Specifications." In addition to discussions by members of the association, there will be an invitation extended to eminent architects to take part in the debates on this question.

"The Question Box," a new feature.

Exhibition of practical work by members and apprentices.

New and unfinished business.

Election and installation of officers.

Selection of place of meeting in 1900.

Adjournment.

FEATURES OF THE ASSOCIATION.

"We expect 200 members of the association to be in attendance," said Secretary Kennedy. "And in addition there will be many of the wives and daughters of the delegates, together with a large number of material men, so that we can confidently look for not less than 400 strangers in Cincinnati at the meeting of the association. The headquarters will be at the Grand Hotel, and the meetings for business will be held in Lodge-room G, Odd Fellows' Temple, the handsomest lodgeroom in the city. We will have exhibitions of painters' material in the hall of the Grand Hotel, and in the south corridor the exhibition of practical work will continue during the sitting of the association.

"The Committee on Entertainment has not yet concluded just what the features will be, but they will be in line with the credit of Cincinnati and the local association. There will be a special feature every evening. The ladies in particular will be cared for, and a round of festivities will be about what the Entertainment Committee will provide. There are not so many papers to be read as at former meetings, but the business will be as interesting, if not more so, than ever before in the history of the association, and the coming meeting will be the fifteenth. One of our principal cares is the subject of trade schools, and it is in the hands of a committee of gentlemen who will give it the most careful consideration and present the subject to the association in a manner that will make its discussion a matter of pleasure as well as interest."

The members of the committee were given a trolley ride through the city and suburbs, enjoying the surroundings of the Queen City to the utmost.

"The Billboard" has made arrangements to present a full stenographic report of the forthcoming meeting, and will publish it in the form of a special issue Feb. 15.

I believe that show cards inside the store help to sell the goods. They frequently suggest to a visitor a want of which he was scarcely conscious. You know this is said to be one of the objects of newspaper advertising—to bring to people a feeling of a want previously unfelt.

These inside cards, to be put in show cases, tacked on shelves, or attached to goods, should not be very large. One-fourth of a 22x28 sheet of board, or 11x14 inches, is a convenient size, and frequently it will be found advisable to cut these in two, making them 7x11. White board I believe to be preferable, and the lettering should be distinct and not too large. Two or three words in "lower case" letters in the centre of the card, in black or dark blue, makes a tasteful and effective piece of work.

I know some stores where they put out from two to six full-sheet show cards, outside the store, every day. Some of them have these ordinary "A" signs, others have permanent bulletin boards. These cards are painted with black paint, made by just moistening lamp black with linseed oil, adding a small amount of most any kind of varnish, and then thinning it down workable with turpentine. Unless too much oil is used, this mixture will not spread or run on cardboard or muslin. Like all other show cards, these should be worded so briefly and pointedly that the passer-by comprehends the meaning at once without any conscious mental effort. And they should be changed daily. You can buy cardboard for 75 to 90 cents a hundred sheets that is good enough for the purpose.

The making of these handsome, vari-colored show cards is an art in itself, and it is obviously impossible to so describe the work as to enable others to do it without further instruction. But the combining of colors is almost a fixed science, and can be described clearly; and notes on this and kindred subjects will be given next month.

C. S. ANDERSON, in The Advertising World.

An Irish Sign.

There is a Gaelic sign at 63 Dundee street, in the Back Bay, Boston, that has attracted much attention and controversy. We give it with a literal translation interlined:

Padruig Sh. (Sheamuis) UiLuasaigh,
Patrick J. (James) O'Lusid,

Ceannuighe Tobac,
Dealer in tobacco,

'Na bhlocaibh, no 'na chipinibh,
In blocks or in cigars,

Piopaidhe a's minearaidhe;
Pipes and smallware;

Gual a's adhmud.
Coal and wood.

Tunna no cliabhan.
A ton or a basket.

Sign painters in small towns can add to their earnings, amazingly by devoting their off-days and spare hours to bill posting and distributing. There is many a town that can not support a bill poster or a distributor which would nevertheless furnish a very snug sum annually to a sign painter and increase his earnings wonderfully. If there is no bill poster or distributor in your town, look into the matter. Join your State bill posting association, and then join the International Association of Distributors. You will soon thank us for this suggestion.

We present this month the portraits of two representative sign painters of Chicago, viz., Mr. Fred. Jones, President, and Colonel Burr Robbins, Secretary-Treasurer of the Western Ad-Sign Syndicate. This concern, though only recently born, is said to be making things very interesting for Gunning.

Geo. W. Evans, of Cedar Rapids, Ia., favors Cincinnati as the place to hold the preliminary meeting of the American Sign Painters' Alliance.

W. F. Williamson, of St. Louis, is very anxious that the preliminary meeting of the sign painters' league be held in St. Louis.

"Red Jacket Vermilion" is a regular firecracker red, and durable, too. Write Billings, Taylor & Co., of Cleveland, O., about it.

The National Association of Master Painters and Decorators is to be reorganized on lines which will admit manufacturers and journeymen painters. The organization is dying of dry rot and this step will kill it entirely. What the National Association needs is a definite and well-defined aim, and until this fact is recognized it will continue to languish.

Every sign painter should interest himself in the American Sign Painters' Alliance. A protective league is badly needed.

RED JACKET VERMILION

Outwears all other Vermilion.
Just What You Want
Send for Sample.

BILLINGS, TAYLOR & CO.

Cleveland, Ohio.

Mr. P. J. Brankin, President of the National Association of Master House Painters and Decorators of the United States, has been invited to Liverpool, England, to act as judge in awarding the prizes in the apprentices' contest at the annual meeting of the British Association of Painters and Decorators, to be held in October next.

Chapman's Bulletin Service in Cincinnati has one merit that commands the advertiser's consideration, viz., every board is located on a thoroughfare.

Subscribe for "The Billboard." One year—one dollar.

Sign painters will do well to write to F. E. Marsland, 190 West Broadway, New York. This concern manufactures a very attractive and saleable line of enameled iron signs, street names, house numbers, agency and advertising signs. They give the exclusive agency of their entire line to but one man in a town, and it is worth having.

Write the Indiana Ladder Co., of Indiana, Pa., about ladders.

Mention "The Billboard" in writing to advertisers.

Isaac M. Monk.

Ike Monk, who went to Dublin, instead of Mr. W. B. Lowden, as ambassador to the British bill posters' meeting, cabled from Dublin on the 16th that he had arrived in good time and had been handsomely received. Mr. Monk will suggest that England send us an ambassador next year, and doubtless we will have the pleasure of entertaining a delegate at Milwaukee.

FINE WORK

At Charleston, West Virginia.

W. H. Harris, proprietor of the well-known Nickel Plate Shows, says that when the show arrived and put up at Charleston, W. Va., E. H. Carwithen, the bill poster at that point came to the circus lot early, and represented that he had lost or mislaid his contract and order for the bill posting he had done for the show, and presenting his bill, requested settlement. Mr. Harris demurred, but upon Carwithen's earnest solicitation finally paid him the bill without the order.

About an hour afterward a saloonkeeper presented the original order, stating that Carwithen had lost the amount in his resort shooting craps. Harris naturally refused to pay twice. The saloonkeeper got out an attachment, and compelled the show to pay a second time.

Mr. Harris retaliated by having Carwithen arrested, and ultimately had his money returned to him from Carwithen.

Asked for his side of the story, Mr. Carwithen responded as follows:

"I am in receipt of your letter of the 22d, in regard to W. H. Harris, which is the first I knew of his preferring any charges against me outside of Charleston.

"In regard to what I did, it is as follows: On June 30, the date of his show here, I went over to the car to tell him about the City Council raising the city license, as I was requested to do by his agent, (Freed.) When I told him of the same, he asked for the checks on the show, one for lot rent and one for bill board.

"I at once told him that I had got on a drunk and pawned them, and that the man whom I had let have them had gone up in Missouri, which was true; but he had left the checks here, unbeknown to me, and Mr. Harris paid me in full for both the lot and the boards, and I was on a spree at the time, so I came down in the city and got on a good jag.

"About 5 o'clock I was arrested, and demanded a trial at once. Harris claimed he could not stand trial at once, and gave bond to come back. I was released on my own recognizance, and when Harris did not appear on July 7 or 8, my brother paid the money to Judge C. W. Hall, who claimed he was Harris's attorney.

"I wrote two letters to Mr. Harris about same, and he never answered either of them, so if he did not get his money he is to blame, but if he had stood trial on June 30 in the evening I could have beaten the saloonkeepers who had his show attached, but he would not do so.

"Besides, I never asked Mr. Harris once for either money or tickets. He dunned himself four or five times, as did his Treasurer, Wilson.

"After telling them what I had done with the checks, they insisted on paying me, and of course I took the money. This is about all I have to say for my side of the question at present. Wishing "The Billboard" good success, I am, yours truly,

"E. W. CARWITHEN,
"City Bill Poster."

THE BILLBOARD.

PUBLISHED MONTHLY AT

127 East Eighth Street, Cincinnat, O., U. S. A.

Address all communications

For the editorial or business departments to

THE BILLBOARD PUBLISHING CO.

Subscription, $1.00 Per Year, In Advance.

ADVERTISING RATES:

Advertisements will be published at the uniform rate of ten cents per agate line; copy for advertisements must reach us on or before the twenty-fifth of the month. Our terms are cash.

Billboard Advertising is sold in London at Low's Exchange, 57 Charing Cross, and at American Advertising Newspaper Agency, Trafalgar Buildings, Northumberland Ave., W. C. In Paris, at Bretano's, 17 Avenue del Opera. The trade supplied by the American News Co. and its branches.

Remittance should be made by cheque, post-office or express money order, or registered letter addressed and made payable to The Billboard Pub. Co.

The editor cannot undertake to return unsolicited manuscript: correspondents should keep copy.

When it is necessary to wire us the instructions and copy for advertisements, great saving in the matter of telegraph tolls may be had by recourse to the Donaldson Cipher Code.

Entered as Second-Class Matter at Post Office at Cincinnati, Ohio.

SEPTEMBER, 1898.

The event of the month in bill posting circles is H. G. Wilshire's colossal scheme for the formation of a bill posting trust. Scarcely had the echoes of the Buffalo convention died away when Mr. Wilshire announced his plans.

Two circulars, outlining the general plan, were mailed to all bill posters, and interest was immediately manifested on all hands.

We have been bombarded with letters asking for advice. The chief question we are asked is, "Will it go through?" To all such inquiries we have made but one reply: It will go through, and very readily, if the bill posters put it through. If they do not, then assuredly it will not. We are decidedly of the opinion that the plan will prevail if the promoters do not try to mature it too quickly.

***

A correspondent wishes to know if we have abandoned the advocacy of the "open" association. We have abandoned the name. We have been aware, for many months, that any hope of instituting radical changes in a system so set and long established as bill posting must needs be long deferred. It has seemed expedient, therefore, to drop the word, and with it many of the extreme features for which it stood. At the same time we shall continue to work for a better association.

Were everybody content with existing standards and conditions, there would be no progress—no advance—in any department of human activity. We believe the Associated Bill Posters is essentially an excellent organization. It can be improved, like all human institutions, and must be changed from time to time to meet conditions which are ever changing. Whenever improvements are suggested that, in our estimation, are advisable, or when changing conditions demand reconstructions on special lines, we shall advocate them. Furthermore, it is quite likely that our advocacy will be both urgent and insistent, for we do not believe in doing anything in a half-hearted way.

But, above all things, will we preach loyalty to the association. It has accomplished so much, and is capable of doing such a great deal more, that we cannot abide the idea of its being hampered and hindered by internal dissension.

All its officers can count upon our hearty support in their efforts to widen its influence and extend its scope. On the other hand, should any one seek to prostitute it by perverting it to his own private and selfish ends, or bring discredit upon its members by any unscrupulous action, he may not hope to escape just censure at our hands.

***

If there is anything that annoys us more than another, it is to be late. The stenographic report of the convention of the International Association of Distributors, which we give this month in its entirety, is stale as a matter of news, but is rich in suggestion and inspiration. We fully expected to present the report in our August issue, but the stenographer disappointed us, and we had to go to press with a hasty account written from memory. As we were not at fault in the matter, we offer no apologies, but simply make this explanation, in order that the members of the organization may know where to place the blame.

***

The secretary and the manager of the fair association are very busy men just at this time; but, for all that, there is a movement on foot which should have their careful consideration. It is the measure proposing to enlarge the scope of the American Association of Fairs and Expositions. This contemplated move is fraught with the utmost importance to every man who sincerely believes in the fair and its mission.

It is conceded that the fairs of the country should be united in one organization, with officers who could direct, govern and assist each individual fair, sanction all dates, arrange circuits, prevent conflicts, and devise uniform methods and systems.

Now that the American Association of Fairs and Expositions is to be thrown open to all minor organizations, it is to be hoped that they will all avail themselves of the invitation and send delegates to Omaha on October 26.

***

Cincinnati got the most votes in the sign painters' voting contest, and the general opinion prevailed that the best time to hold the meeting would be during the coming winter. It would seem, therefore, that, as the regular annual convention of the National Association of Master Painters and Decorators is to be held in Cincinnati, February 6, next, that date will be best for the initial meeting of the sign painters; and, by virtue of the authority vested in us by the proposers of the alliance, we herewith fix that date.

The vote was as follows, viz.:

Cincinnati	43
St. Louis	38
Pittsburg	33
Chicago	31
Detroit	10
Cleveland	8
Columbus	2
Peoria	2
Louisville	1
Evansville	1
Dayton	1
Total vote	180

If one half of those who voted attend the meeting, the new association will start off with a boom.

At the suggestion of various members, we will also appoint the following Committee on Arrangements:

R. H. Forgrave, Pickerington, O., Chairman.
W. F. Williamson, St. Louis, Mo.
Fred D. Jones, Chicago, Ill.
C. G. O'Brien, Pittsburg, Pa.
A. E. Harbaugh, Mill Run, Pa., Secretary.

LOUISVILLE.

RAMSEY WINS OUT.

The following brief but expressive telegram tells the story:

Louisville, Ky., Aug. 25, '98.

Editor ' The Billboard.''

The Heverin billposting plant was this day entirely absorbed by the Falls City Billposting Co. The latter is now the only billposting concern in Louisville.

[Signed,] L. H. RAMSEY.

The episode marks the end of a long and hot fight. Billposters, agents and advertisers all over the country will heave a sigh of relief over the termination of the struggle.

Congratulations are due to Colonel Ramsey.

Reese & Long, of Scranton, Pa., wish it distinctly understood that Castner has no interest in Scranton.

Ike Monk Again.

Mr. Isaac M. Monk, who represented the billposters of America at the convention of British billposters, writes under date of August 17 that he was most graciously received at Dublin. He was tendered three different banquets, and, in fact, to use his own words. "Treated like a lord," "Out of sight," etc.

A very elaborate scrap-book has lately been compiled for Wm. B. Plunkett, by the New England Newspaper Bureau, 146 Franklin street, Boston, in commemoration of President McKinley's tour of the Berkshires last fall.

The book is handsomely bound in full morocco, and contains some four or five hundred clippings, with illustrations from all the newspapers of the country, mounted on heavy cardboard pages of a pale blue tint. The clippings are arranged in chronological order, the name of the publication from which each one is taken being done in gold. The title-page is an excellent piece of pen-and-ink execution, and reads: "The Visit of William McKinley, President of the United States, to William B. Plunkett, at Adams, Mass., September, 1897."

This book, which could not be duplicated for any amount of money, is at once one of the most unique and valuable souvenirs of its kind, and suggests the many important ways in which a Press Clipping Bureau, when fully equipped, can render service to its patrons.

Biking Through the South.

S. S. Kelly runs the Norfolk Steam Laundry, and the starch makes good paste for bill posting purposes. When not laundering he pastes bills, and does both well. Norfolk is paved with oyster shells, largely, and the wheelman wants to have his repair kit along unless his tires are of steel. Business in Norfolk has been very fair all year.

Portsmouth is right across the river, or bay, from Norfolk, and the navy yards have made it a very busy place since April 21. S. C. Draper is the bill poster, and when he gets too much paper he builds more boards. When he hasn't time to build more boards, he tells the advertiser honestly that he is crowded and can post only a part of the paper. He is doing a good business, and deserves all his good luck.

W. T. Pfohl is the bill poster at Winston-Salem. (Pronounce it Phole, please; not Peafowl.) It would be hard to find better bill boards even in large cities than Winston-Salem possesses. Mr. Pfohl is ex-Chief of Police and ex-Tax Assessor of Winston, and has real estate "to burn." Bill boards on his own property alone would make a very respectable plant. He "fit, bled and died" for the Lost Cause under General Robert Hoke in the rebellion, and was on the secret service force at the Chicago World's Fair. Winston-Salem is the biggest plug tobacco producer in the Union, with possibly one exception, and advertisers should post here for quick and sure results.

Greensboro, N. C., is a lively junction point on the Southern Railroad, and claims 12,000 population. J. H. West is the bill poster, and if business gets slack he charters a train and runs a "personally conducted" excursion to Norfolk, Washington and Baltimore, and advertises it with Donaldson posters on his own bill boards. West also posts a number of near-by towns, and does it right. A bicycle trip over Greensboro reveals a large number of big bill boards and lots of three-sheet boards.

Burton, of Richmond, keeps his end up in good shape. His boards are well built and well located, and the large number of factories, all working to the limit, makes Richmond a splendid market for the advertiser to cultivate. Mr. Burton ought to make a few National advertisers among the numerous tobacco and cigarette manufacturers there.

Charleston, S. C., is held down by Charles W. Keogh, a good man who weighs less than three hundred. Business is good at Charleston, from all appearances.

Chattanooga and Harry Stoops! Fifty thousand population and 200 bill boards! That's Chattanooga. The troops at Chickamauga have brought prosperity to Harry this year, and incidentally to all his many customers as well.

Johnny Shoemaker is not a shoemaker at all, but the hustling manager of the Lloyd-Moxley Advertising Service at Washington. To live in Washington should be happiness enough, but think of not only living there, but also being the bill poster! Talk about getting all the good things! Shoemaker also runs two big, rushing restaurants on Pennsylvania avenue. I had dinner at one of them, and wished I had known of its existence six hours earlier. The man on a bike in Washington doesn't have to do a thing but "let her went." I noticed the following paper on the boards, among a great deal more: Lillian Russell cigars, Fontella cigars, Chicago-Great Western Railroad (forty-eight sheet), and an eight-sheet made by Ramsey, of Lexington. I didn't notice what it was for, but the picture showed "a wheel in your head," and I thought it might be personal, so rode on.

Baltimore on a Sunday afternoon, and not an acquaintance to be found, suggests an immediate rush for the next train. The man on the hurricane deck of a raging, bucking broncho is not in it with the man who tries to bike along the cobble stones and "niggerhead" bowlders of Baltimore. I have no doubt there are hundreds of fine bill boards in the city, for I saw some of them before I broke my spine. Rife & Houck are the bill posters, and they are not responsible for the bowlders. Their work is all right. The only suggestion I can offer is "more railroad showings." The traveling man has a great deal to say nowadays about his firm's bill posting, and the traveling man sees the railroad showings, and very little else, and reports accordingly.

Philadelphia has all kinds of paper on the bill boards (I suppose), but all the casual observer can see is George W. Childs cigars; there are Childs eight-sheets, and three-sheets, and streamers, and sixteen-sheets, and more kinds of all sizes, all of them containing the mammoth portrait of the man that all Philadelphia loved and admired so well. Sam Robison says that the newspapers have been trying to cry down this advertising, but that the people of the great city take kindly to it, and stop and gaze lovingly at Childs' portrait. The makers of the cigar say that the people also buy and smoke the cigar.

Geo. Castner has bought out the Jamestown (N. Y.) bill posting plant. George is reaching out. He now owns three towns, viz., Syracuse, Binghamton and Jamestown.

A. Bennett & Co., of Ottawa, Ill., are charged with unmercantile conduct by Bernard & Anderson, of Savannah, who say they sent an order for some hand-painted posters to the Bennett people, accompanied by the cash. The Bennett people acknowledged the receipt of the money and order, but never shipped the latter, nor have they returned the money. Bernard says he has written them repeatedly to do either one or the other, but latterly they refuse to answer his letters.

A leading member of the association writes as follows: "Official Order No. 1 is a darling. 'Embryonic thoughts as realties'—we thought something would happen when the Boston man got on the board."

BILL POSTERS DEPARTMENT

THE EXECUTIVE COMMITTEE

Met August 10th at Hotel Bartholdi, New York.

The first meeting of the Executive Committee of the A. B. P. occurred Aug. 10 at the Hotel Bartholdi, New York City. There were present, Jas. F. O'Mealia, President; J. Ballard Carroll, Secretary; E. C. Donnelly, Geo. M. Leonard, Al. Bryan, Samuel Pratt, E. A. Stahlbredt and O. J. Gude.

In addition to the regular routine business, the committee passed the following resolution, viz.:

"Resolved, That it is the wish of the Executive Committee that "The Billboard," published by "The Billboard" Publishing Co., of Cincinnati, shall, from and after this date, refrain from publishing any opposition bill posters' or solicitors' advertisements, and desist from mentioning them in their columns in any manner whatever."

H. G. Wilshire was summoned before them late in the evening, and spoke in favor of his scheme to combine the bill posting plants of the country. The committee, by a close vote, concluded not to indorse the idea.

Mr. Wilshire immediately formulated an entirely new plan, and is meeting with considerable encouragement. The following are a few salient features of the new plan:

To owners of bill posting plants:

Dear Sirs.—The Executive Committee of the Associated Bill Posters has declined to indorse my original plan, notwithstanding the fact that I had conditional assents from the following cities: Chicago, St. Paul, Minneapolis, St. Louis, San Francisco, Louisville, Lexington, Worcester, Providence, Brooklyn, Pittsburg, Cincinnati, Albany, Rochester, Newark, New Haven, Jersey City, Allegheny, Los Angeles and New York City.

I admit there were possibly objectionable features, which are all easily eliminated.

I beg therefore herewith to submit the following new plan for the unification of the ownership of the bill posting plants in the larger cities of the United States:

A company with an authorized capital of ten million dollars should be incorporated by us at once.

Any designated owner (or owners) of a plant could be offered, until a certain fixed date, stock in this company upon the following terms, viz.:

The company will lease his plant for twenty years, with option of purchase after three years, at a rental equal to 15 per cent. of its gross earnings.

The company will also agree to employ the owner, if he so desires, as local manager during the lease, at a salary equal to 10 per cent. of the total gross earnings of his plant, augmented by an additional amount equal to 10 per cent. of the gross earnings derived exclusively from his local commercial work.

The minimum upon which salaries and rentals will be based will be guaranteed by the company to be equal to his annual gross earnings for the year ending Aug. 1, 1898.

His plant, as hereafter defined, will be estimated, in purchasing, to have a minimum cash value equal to its annual gross earnings for the year ending Aug. 1, 1898. Both minimum purchase price and rental are guaranteed in cash.

It will be expressly understood and agreed, however, that this estimate shall be increased to a maximum valuation equal to the greatest amount of its annual gross earnings for any one year of the three years immediately succeeding the first day of operation by the company.

In consideration of the assumed value of the lease itself, the company will agree to issue to the owner, or his representative, entirely free, and in addition to the cash purchase price, its full paid and unassessable common stock, equal in face value to the estimated value of the plant.

The first stock will be issued as soon as lease is signed and will have a par value equal to the amount of gross annual earnings of the plant for the year immediately preceding Aug. 1, 1898; i. e., its first valuation. Whenever, during the three years after the lease, an increase of the gross annual earnings of a plant establishes for it—as per agreed method of estimating its value—a greater valuation, the company will at once issue to the owner additional stock, pro rating with such increase.

"Plant" shall be construed to mean and to include only the billboards. All other properties pertaining thereto, such as horses and wagons, paste machines, office fixtures, etc., etc., are arbitrarily to be classified under this plan as "personal property," and will be paid for in cash by the company at present value, as estimated jointly by owner and company, when the "plant" proper is purchased.

In the interim the company will pay an annual cash rental of 20 per cent. upon the value of such "personal property."

It is admitted that there are variations, not as great, however, as commonly thought, in the physical condition of bill boards constituting the various plants, but to attempt a comparative inspection throughout the country with a view of adjusting relative values satisfactorily to the different owners is decided to be practically impossible. It would take twenty-five years to reach an agreement.

At most, $50,000, it is conservatively estimated, would bring up all existing boards to a uniform standard of excellence. The first six months' reductions in location rents alone would be equal to this amount.

Mutual concessions are inevitably necessary in the formation of all combinations.

It is also conceded that the ratio of net to gross earnings varies with different plants, but it is justly contended that such variations are simply a necessary concomitant to competition and will disappear with its elimination. Such variations must be the result of one or two causes:

1. A faulty system of operation.
2. Excessive location rents.

The operation of all plants with standard and uniform rules under a single management will immediately reform the first fault and simply the absence of competition will alone speedily regulate and equalize rents.

Hence it is clearly seen that the gross earnings are the simplest as well as the truest index of the value of a plant.

As soon as the company demonstrates, to the investing public, its actual earning capacity, there will be no difficulty in selling sufficient of the preferred stock to provide the necessary funds to purchase the original plants, as well as others which may later on be desired to be included in the combination.

The percentages allowed on gross earnings for rentals and salaries may be thought too small. If so, it is an error on the safe side.

The company can not pay more in rentals and salaries than the sum of its net earnings. After that, if a surplus remains it will be distributed in dividends on stock. The owner will get his pro rata share exactly the same, but through another channel.

As an inducement for early action, the owners first joining the combination will have their plants estimated at a double valuation and be given a bonus of 100 per cent. additional cash and stock.

Upon the basis of the 38 cities having a gross income of $1,375,000 and estimating the net income at only 20 per cent. of the gross, or $275,000, which is ascertained to be approximately correct, we have $1,100,000 expended to-day for working expenses and rentals.

The cash required for purchase of plants at a maximum is $2,750,000. This is upon the basis of a value equal to twice present earnings. If this cash was supplied by sale of preferred stock, the annual interest at 7 per cent. would be $192,500. There would be required for salaries of 38 local managers, say an average of $2,000 each—$76,000. Some would get $5,000 and some less, according to size of plant.

The estimated reduction in location rents is $100,000, and certainly a centralized management should reduce the working expenses over 10 per cent., or, say, another $100,000.

It may be safely estimated that both these economies could be effected, and yet, at the same time, the gross earnings be increased 10 per cent., or $137,500. I, myself, estimate it at 50 per cent.

Thus the receipts would be as now	$1,375,000
Add 10 per cent. increase	137,500
Total receipts	1,512,500
Total expenditures:	
Interest on 7 per cent. preferred stock	$192,500
Salaries for 38 local managers	76,000
Working expenses and rentals, $1,100,000, less $200,000	900,000
Total annual expenses	$1,168,500
Receipts	$1,512,500
Expenses	1,168,500
Net earnings	$344,000

This shows net earnings enough to pay over 12 per cent. dividends annually on the $2,750,000 of common stock. In other words, I estimate that upon the plan as proposed, the owners will receive at least twice as much in cash for their plants as they are worth to-day, and they will still own the company's common stock, issued as a bonus over and above this cash price, which will pay them at least 10 per cent. annual dividends.

A meeting was held at the Auditorium Hotel, Chicago, Aug. 22. Many owners attended, and the plans were discussed quite thoroughly and pretty generally indorsed. The preliminary organization was formed, and altogether Mr. Wilshire has reason to feel very much encouraged over the outlook.

The Trust vs. The Executive Committee.

By a Member of the A. P. B.

While the general argument that the solicitor's interest is the same as that of the bill poster's, and that therefore he should be eligible to membership and hence a seat on the Executive Committee, is true in the main; still, it has exceptions.

A case in point is this vote of the Executive Committee, throwing cold water on Mr. Wilshire's plan for consolidation.

Mr. Gude made the opening argument against the plan, basing his opposition upon the fact "that while it might do bill posters some good, it might leave the solicitors out in the cold. That even if the advertiser thought that a solicitor was connected with an effort at a bill posters' combination, he might withdraw his patronage, not from the bill posters, but from the solicitor."

Now, this may, or may not be true. We think, certainly not; as the advertiser has as much interest in cutting down location rents as the bill poster. But, true or not, it is not an argument that should weigh with bill posters, no matter how much it appeals to a solicitor.

The Executive Committee should, first and foremost, decide as to how bill posters, the owners, are affected. That is what they are elected to consider. We are not making an argument against giving the solicitors a full chance to air their views, as we admit that the position they necessarily occupy gives them a broader and more general view over the whole situation throughout the country than that had by any single bill poster.

However, the fact that they have a better view of things does not make them less considerate of their own interests as opposed to bill posters.

A single ownership of bill posting plants in the country, properly managed, would unquestionably benefit the owners of bill posting plants, but the same certainly can not be expressed as to the benefit to any particular solicitor. At present, he can dictate to a certain extent to the bill poster, and usually at present this dictation is a good thing for both, but after the combination the bill posters will dictate to everybody—to the solicitor, the advertiser, and the lot-owner.

This position of power that the bill poster will find himself in has in itself the danger of making him overbearing to customers and the public generally. There will be no more licking of boots for him, but he must be careful not to try and make others lick his boots. We recognize that the Executive Committee was passing upon Mr. Wilshire's original plan of sale of plants, and that the second, or "new plan of lease," dated Aug. 13, is an entirely different proposition. Whatever objections there may have been to the first plan are apparently obviated in the second plan. We would suggest that instead of the Executive Committee voting in general terms on this plan that they intelligently criticise it. If it has weak points, let them be pointed out and amendments suggested. All bill posters wish a combination, and all that is necessary to bring it about is the presentation of a plan fair and acceptable to all. If Mr. Wilshire's plan is this, let it be adopted.

The question of owners demanding money in advance before entering a combination is about as senseless as demanding being paid before joining the association.

The great majority of the big industrial combinations were formed without a dollar of outside capital. This is true of the Sugar Trust, the American Tobacco Co., the Leather Trust, etc., etc. After the combination proved successful, then the public was offered stock, and all these stocks now meet ready sale, whereas at the beginning they could not have been sold at any price.

The latest combination we note is that of the Chicago breweries. The owners all put in their plants, taking stock in exchange and not a dollar in cash. ANON.

Solicitors.

In his annual message to the members of the Associated Bill Posters at Buffalo, President O'Mealia observed:

"That we should have at least one solicitor in every large city is a fact that is evident to every one. It is very true that each member of the association is a solicitor, and some of them are of the opinion that an official solicitor, appointed for the purpose of soliciting work, would interfere with our members doing the same. Such is not the case; it brings more new business and better business to our members, and an intelligent and competent solicitor working in a big city or a small one is a great benefit to the local members, and also to the members at large, and should be encouraged."

The President voiced the unanimous sentiment of the members at large when he uttered those words. The proposition is so plain and simple that it cannot be misunderstood. The more solicitors, the more work the bill poster will obtain.

"The Billboard" has tirelessly advocated this measure for the past three years, and views the adoption at Buffalo with considerable satisfaction.

The provision bonding solicitors in $5,000 was a wise move. It is in no sense either prohibitive nor a hardship. Any man of good standing can procure the bond of a trust company by the payment of a fee that is little more than merely nominal.

The ability to procure the bond should, on the other hand, be evidence sufficient of the applicant's worthiness to hold the position of solicitor.

Journeymen Billposters and Distributors.

Bill Posters' and Distributors' Union No. 1, of New York, on Aug. 1 sent the following communication to all managers in Greater New York, viz.:

We, the Bill Posters and Distributors of Greater New York, thinking it only just that we should have a uniform salary for our men employed in the advertising department of the theatres, do hereby submit to you the following:

First. That the manager or advertising agent of theatres agree to employ no bill poster or distributor in Greater New York excepting those being members of the Bill Posters' Union No. 1, or such others as will be recognized by them through affiliation.

Second. That from August 1, 1898, two routes per day shall constitute a day's work at bill posting or distributing. Work to commence at 8 a. m. and end at 5 p. m., one hour at noon for dinner.

Third. That the minimum rate of wages shall be ten dollars ($10) per week, and all labor performed in excess of a regular work day, in or out of theatre, shall be paid at the rate of 75 cents per route.

Fourth. That any member employed as ticket taker or usher shall receive $12 per week.

Hoping this will meet with your approval, we await your reply.

EXECUTIVE COMMITTEE.

T. A. Shehan, walking delegate of the union, with offices at 8 Union Square, informs us that the demands have been quite generally agreed to, an assertion which is borne out by the following clipping from the New York Journal of Aug. 3:

BILL POSTERS GET WHAT THEY WANT.

About one-half of the theatre managers yesterday granted the demands of the organized bill posters for a minimum wage of $10 a week. In some theatres the demands will be refused and the bill posters will strike. Outside bill posting agencies report that their men are paid at least as much as the theatre employes demand.

The New York Sun of the same date says:

"The managers of the Star and several other theatres granted yesterday the demands of the organized bill posters for a new wage schedule. It is thought that most of the theatres will follow suit, but in one or two cases the bill posters may have to strike to gain their end. They will wait a few days before striking. Some of the theatres employ no bill posters, but have contracts with firms of bill posters that employ a number of men. These firms say they pay their men at least as much as what the bill posters employed by the theatres demand. The demands are an eight-hour work-day, a minimum wage rate of $10 a week, extra pay for overtime and a salary of not less than $12 a week to those who act as ushers.

DUES of the Associated Bill Posters, as adopted at the Buffalo convention, were as follows, viz.:

Cities of 1,000 to 15,000, $2.50.
Cities of $15,000 to $25,000, $5.00.
Cities of 25,000 to 50,000, $10.00.
Cities of 50,000 to 100,000, $15.00.
Cities of 100,000 to 500,000, $25.00.
Cities of 500,000 to 1,000,000, $50.00.
Cities of over 1,000,000, $75.00.

Colonel Burr Robbins.

We have been exceptionally fortunate in securing a portrait of Colonel Robbins that reproduces in cold ink some measure of his forceful features and portrays partially his habitual expression. In an accident, which occurred some years back (and, by the way, it would have killed outright any man of less vitality), the lower portion of his forehead was frightfully crushed. The injury is still in evidence, although, strangely enough, when one comes to know him well, it is scarcely noticeable. Photographs, as a rule, however, magnify and distort the irregularity into a positive disfigurement.

Any one who knows Colonel Robbins will, therefore, readily agree that the cut which occupies our first page is indeed remarkable in that it portrays Colonel Robbins exactly as he is.

Still, it is the man himself, and not his appearance that appeals most strongly to the interest.

Keen, evenly balanced and wonderfully shrewd, it, of course, goes without saying that he hails from Ohio. When he was mustered out of the army, with the rank of Colonel, at the close of the rebellion, he returned to his native state, and shortly thereafter engaged in the circus business.

He started with nothing. In fact, the story of his life reads like a romance. For instance, during the panic of 1873, when business in all directions was utterly prostrated, Colonel Robbins' Circus cleared nearly $60,000. Its earnings increased every year thereafter as long as he operated it.

We shall have more to say of his reminiscences and achievements in future numbers. They abound in interest, and we command an almost inexhaustible supply of them.

Though at an age when most men are content to take things easy, Colonel Robbins still takes a lively and active interest in business. He owns the controlling interest in the American Advertising and Bill Posting Company and the Western Ad-Sign Syndicate, both of Chicago, and finances both concerns personally.

He possesses great tenacity of purpose. In the face of great difficulties and adverse circumstances, the American Advertising and Bill Posting Company has, under his guidance, grown to be quite the largest bill posting business in the world.

We speak advisedly on this point, and are not unmindful of Philadelphia and Boston, when we make the assertion. Both the latter are admirable—nay, wonderful plants, but the Chicago plant surpasses the one in the superficial area of its holdings and the other in the net volume of business.

The Western Ad-Sign Syndicate, though but recently launched, is a most promising youngster, and bids fair to monopolize the bulletin business of the Windy City at no distant date.

Indications all point to the fact that Colonel Robbins has at least twenty or twenty-five years of active life ahead of him, and there is simply no telling what he will accomplish before he retires to enjoy the fruits of his labors.

He is a millionaire now, but his temperament is such that he simply cannot abide the idea of going out of business.

His friends are many, and they are all of the kind worth knowing and worth having. We regret that we cannot at this time dilate at greater length on the career, characteristics and attributes of this truly remarkable man. Our space simply will not permit it; but, as we stated above, we will have more to say later on.

J. H. SIMPSON,

Business Manager of the Firm of Owens & Varney, of San Francisco,

And the Pacific Coast Billposters' Association And Vice-President of The Associated Billposters of the United States and Canada.

It is seldom, indeed, that a man has been honored by the Associated Bill Posters as has J. H. Simpson, whose portrait we present on another page. Mr. Simpson is not an owner nor an employing bill poster. He is the business manager of Owens & Varney, of San Francisco. Yet the Associated Bill Posters elected him their Vice President, thereby overturning all the precedents and traditions of their organization. What is more remarkable is the fact that he was elected at the first meeting he ever attended, and that, too, unanimously.

Mr. Simpson was born in San Francisco Jan. 23, 1856, and is therefore now in his forty-third year.

He graduated from the Spring Valley Grammar School in 1871.

Mr. Simpson learned the printers' trade in early life in the office of the San Francisco Bulletin, where for over ten years he was foreman of their composing room. He also served upon the paper in the capacity of local reporter and finally as advertising solicitor.

He entered the employ of Mr. L. D. Owens, (now Owens & Varney), in August, 1893. Previously he had been with the California Ad-Signs Co., from its organization until it was succeeded by Owens & Varney.

He was Grand Master of the Grand Lodge of California, I. O. O. F., for the years 1894 and 1895, and is a member of Argonaut Council, No. 597, Royal Arcanum, of San Francisco.

A Pioneer.

On the occasion of a recent visit to Indianapolis the writer had the pleasure of meeting and interviewing A. S. Burt, probably one of the oldest American circus agents now living.

It was through the kind offices of Mr. Al Ringling, of the famous Ringling Brothers' Show, that the meeting was brought about.

Mr. Burt, who is now living in easy affluence at 838 English avenue, Indianapolis, goes back to the days of Yankee Robinson's beginning, and his reminiscences are highly interesting indeed.

He claims, among other things, that he was the first person to build a bill board for the accommodation of stand work. Also that he was the first person to use paste in posting paper. Up to that time, he says, it was tacked up with paper tacks.

When they first used paste, Mr. Burt says, they used to lay the sheet face down and apply the paste to the back, after the manner of paper hangers. This innovation was introduced about 1849.

Mr. James A. Bailey, now owner of the Barnum and Bailey Shows, posted bills under Mr. Burt's supervision, and the latter was instrumental in getting him his first position as an agent.

Mr. Burt avers that Yankee Robinson was the first American showman to put out a really imposing parade, and also that John Robinson I. was the first to use the ring bank of turf as we see it to-day.

It was down in Georgia that happened, just before the war. In those days they used to carry box curbs for the rings, and those with the Robinson Show were swept away from a wagon overturned at a ford.

In this dilemma Uncle John Robinson threw up the ring bank of earth, which has endured ever since. We hope to present a photograph of Mr. Burt in a future issue, together with more of his earlier experiences.

AT OMAHA.

The old claim of James E. Boyd against Thomas Mulvihill for the $10,000 rent due from his brother, Thomas F. Boyd, for Boyd's Theater from June 1, 1894, until December 10 of that year, has made its appearance again in the shape of a suit in the district court to recover from Mulvihill that amount.

According to the new complaint, Mulvihill guaranteed the payment of the $18,000 annual rental from September 1, 1891, until September 1, 1896, indorsing an agreement to that effect between the Boyd brothers under which the theater was leased. It is alleged that the rent for the time between June 1 and December 10, 1894, on which latter date Thomas F. Boyd's occupancy ceased, has never been paid. The defense which has been raised in the past has been that Mulvihill, who is now in confinement as an insane person, was not in his right mind at the time he signed the guaranty.

The Creighton Theater foreclosure case came up before Judge Powell August 1 for final hearing.

Monk Vice Lowden.

At the last moment pressing businesss engagements rendered it impossible for Mr. W. B. Lowden, the popular manager of Harry Munson's New York plant, to go to Dublin, Ireland, as American ambassador to the convention of British bill posters. On August 2 he wired us, withdrawing in favor of Isaac Monk, who polled the vote next highest on the list. Mr. Monk had only two days' time to whip his affairs into shape to get away, but by a big hustle he managed to do it, and sailed August 6 on the Anchor Line steamship Anchoria.

An Earnest Protest Entered.

State Editorial Association Opposes Illegal Advertising by Street Cars and Manhattan Elevated Railway Company.

At the last meeting of the Editorial Association of the State of New York, the following resolution was adopted:

"Resolved, That the President of this association appoint a committee of five, of which the President and Secretary shall be members, to confer at their earliest convenience with the Governor and with any other constituted authorities that may be deemed necessary regarding the action that can and should be taken to put an end to the illegal and unwarranted use of street and other cars for advertising purposes."

The President appointed as such committee John A. Sleicher, of Leslie's Weekly; Thomas P. Peters, of the Brooklyn Times, and W. J. Cline, of the Amsterdam Democrat.

Our readers will be interested to know what one of the most popular metropolitan journals has to say on the subject. The following is from the editorial page of Frank Leslie's Weekly:

"At the recent gathering of the State Editorial Association of New York, an earnest protest was entered against the further toleration of street-car and elevated-railroad advertising. It is the belief of the editors that the charters of street car lines were granted for public purposes, and that under these charters the surface and elevated lines have no more right to engage in advertising business than they have to engage in the dry goods, the grocery, or any other line of trade. In this connection it is interesting to observe that Attorney General Hancock, of this State, was recently asked to revoke the charter of the Manhattan Elevated Railroad Company, of New York City, because it is engaged in the advertising business, in violation of its charter. This suit was of the utmost importance to the newspapers throughout the country, and it was unfortunate that it was decided, not on its merits, but on a technicality. The diversion of advertising from the legitimate channels of the newspapers and magazines to the street car lines has become a serious matter within recent years, and the newspapers have not taken up the question a moment too soon for their own best interests. Every dollar diverted to street car lines in this way is a dollar taken from the regular advertising publications of the country. It is estimated that during the past year more than $2,000,000 of legitimate advertising was thus turned away from the daily and weekly newspapers, magazines, and other publications, into the coffers of street car lines and their allies, although the charter of the street car companies never contemplated, and, in fact, forbid the pursuit of any other business than that of carrying freight and passengers."

The Neu-rot-ico Medicine Co., of Hornellsville, N. Y., is taking an active part in the campaign against street railway advertising. At Rochester, N. Y., the telephone and telegraph companies have been prohibited from utilizing their poles for advertising purposes, on the ground that they were not chartered for that purpose. But then, neither is a newspaper or magazine, for that matter.

Answers to Correspondents.

THE SIZE OF A ONE-SHEET, or, as it is usually termed, a whole-sheet, is 28x42, standard. A sheet 42x55 would be termed a two-sheet, and should be charged for accordingly.

H. G. WILSHIRE'S ADDRESS, that is to say, his permanent address, is Los Angeles, Cal. He may be addressed for the next few months, however, in care of Wells-Fargo's Bank, 63 Broadway, New York.

THE SCALE OF PRICES of the Associated Bill Posters is as follows, viz.:

Cities of 1,000 to 2,000, 4 cents per sheet for four weeks.

Cities of 2,000 to 5,000, 5 cents per week for four weeks.

Cities of 5,000 to 10,000, 6 cents per sheet for four weeks.

Cities of 10,000 to 50,000, 7 cents per sheet for four weeks.

Cities of 50,000 to 100,000, 9 cents per sheet for four weeks.

Cities of 100,000 to 500,000, 3 cents per sheet per week.

Cities of 500,000 to 2,000,000, 3½ cents per sheet per week.

Cities over 2,000,000, 4 cents per sheet per week.

One week's listed service in all cities of 100,000 to 500,000, 4 cents per sheet; in cites of 500,000 or over, 5 cents per sheet.

On all straight three months' contracts, 5 per cent. discount; on all straight six months' contracts, 10 per cent. discount.

All "chance-may-offer" posting to be done at 3 cents to 4 cents per sheet.

All other prices to remain unchanged.

TO GET WORK, no set rule can be given. Get your name and your town before the agents and advertisers, and keep it there. A small ad. in "The Billboard," carried the year round will help you, as will also the ability and will to give good service to a customer after you have secured him.

The Truth.

In advertising, tell the truth. Not the truth, the whole truth, and nothing but the truth, but it is well to remember that successful advertising must be based upon facts, but they must be presented in a different way each time; they must be told brightly, attractively, magnetically. The facts of a business are always there—if the business is—but what is not always there is the ability to serve them in a palatable form. Everything capable of advertising has this basis of good advertising—the facts. All else depends upon the medium and manner in which they are presented to the public. In choosing a medium, avoid complexity, and remember ever that there is none more simple, direct and economical than the four methods advocated by this journal, viz.: Bill posting, sign painting, distributing and exhibiting.

Billposters' Notes.

One fact regarding the circulation of "The Billboard" should be borne in mind by all bill posters who have opposition, viz.: every circus agent and theatrical manager in the United States reads it regularly. They have learned to rely upon the accuracy of our fair list and convention dates, which have proved to be a wonderful source of convenience to them in routing and booking.

It is well to keep your town and name before them. It will pay. Many a theatrical company will do extra billing on your boards under certain circumstances, if given the chance, and that, too, even when the theater is your opposition.

The Donaldson Lithograph Company, of Cincinnati, sells its posters for retailers entirely through bill posters wherever possible. They appoint the local bill poster their sole agent, and pay him a commission on all orders received through his agency.

John T. Williams, of Portland, Ore., knows Oregon and Washington thoroughly. Many advertisers turn all their paper for these two States over to him, and he in turn sends it to the local bill posters, with all of whom he is intimately acquainted.

Harry J. Boswell, No. 195 Main street, Memphis, Tenn., writes advertisements for bill posters and distributors. He also compiles location lists and writes up good effect circulars.

G. H. Otting & Son, the enterprising Newport (Ky.) bill posters, have erected a beautiful board at Third street and Washington avenue. Three car lines pass it.

J. H. Day & Co., of Cincinnati, who make bill posters' paste machines, report business very good.

The Elder & Jenks brush is quite a favorite among a large number of the craft.

The John Chapman Company, of Cincinnati, have an exceptionally fine line of bill boards, and their sign bulletins are by long odds the best located in the Queen City.

Hennegan & Co., the Cincinnati printers, have a large and lucrative trade among bill posters.

There is nothing that improves a bill board like a neat sign over it bearing the owner's name and address. F. E. Marsland, 190 West Broadway, New York, makes them of enameled iron about as cheaply as the ordinary painted wood affairs can be had. It will pay bill posters to write and obtain his prices.

W. E. Franklin wants to buy a good, well-established bill posting plant in a good-sized city. His address is 346 Wabash avenue, Chicago, Ill.

We were misinformed regarding the presence of Mr. C. B. Woodward, of Fort Wayne, Ind., at the International Bill Posting Association's convention at Chicago. He did not attend for the very good and sufficient reason that he was sick in bed at the time. He says, furthermore, that he is not a member of the I. B. P. A.

Subscribe for "The Billboard." One dollar for twelve months.

Mention "The Billboard" in writing to advertisers.

Alex. Harbison's boards are full to overflowing. There was enough paper on hand to cover Ringling Bros.' showing the moment the latter was dead.

All the news all the time; that is "The Billboard's" policy. If you do not want to know what is going on in the realms of bill posting, you had better read some other paper.

Any bill poster or any solicitor, it matters not who it may be, can advertise in "The Billboard" at any time. We indorse and support the Associated Bill Posters. We believe that the association has accomplished much, very much, for the bill posters of America, but we are not going to refuse advertising from unattached bill posters until the members of the A. B. P. do likewise. When they will refuse to post all other tobaccos because the American Tobacco Company is using a few of their boards; when they will refuse to bill independent theatrical companies at the dictation of the theatrical trust, then, and not till then, will we refuse to accept advertising from responsible bill posters.

The firm of Early & Updegrave, known as the Flood City Bill Posting Company, of Johnstown, Pa., has been dissolved, Mr. George H. Early retiring. The business will be continued by George E. Updegrave.

Keep your boards lined up. Do not allow them to topple and twist. Keep them straight and orderly. A block and tackle, a sledge and a good stout stake will enable one man alone to straighten up the most tumble-down board imaginable. After you have pulled it into line with the block and tackle, secure it by double bracing, and you will experience very little trouble thereafter.

Discarded roofing tin is an excellent article to keep on hand. A board faced with tin will hold paper in good condition twice as long as the ordinary board.

Cover knot holes and cracks with tin and tacks. Make a practice of doing a little of this work every day, and you will be surprised to find how soon you will get your boards in condition.

When the cracks and holes in a board are covered with metal, and the board is capped, it takes a long, hard rain and a high wind indeed to pull paper off.

Build all new boards five sheets high. Stands five sheets in length will soon be plentiful.

Do not allow ragged posts to project above your boards. Nothing is more unsightly. Saw them off. Quick! It is the part of wisdom to keep your boards as neat in appearance as you possibly can. Do not give offense to the most fastidious. It pays.

BILL POSTERS

Who are Up-to-Date,

All Use——

The Williams Typewriter

Is a machine of the highest standard.

Visible writing, simple and easy to learn—a child can operate it. Address

EDWIN A. HARDIN CO.

No. 519 Walnut Street, CINCINNATI, O.

Compliments are numerous regarding the Sterling Remedy Company.

Do not take "stock" in payment for services rendered. Demand cash. Stock may or may not be worth its face value, but there is no doubt about the value of currency.

J. R. Oldfield, of Fitchburg, Mass., has sold his boards to C. S. Keith.

The Waltham (Mass.) Bill Posting Company is a new organization, of which the Buttrick estate are the proprietors. It proposes to erect a lot of bill boards and boom things generally. It controls all of the Park Theater bill boards. The company has joined the Associated Bill Posters of the United States and Canada.

The Sterling Remedy Company claims that it is unable to settle with a great many bill posters on account of not receiving lists. Members of the A. B. P. must send lists promptly. Attention is directed to the following resolution, adopted at the Buffalo meeting: "Resolved, That the members of this association be requested to furnish a list of locations on all contracts calling for a 'listed and protected' time display, and mail such list to the firm or agent sending out the work within three (3) days after the date of posting. The penalty for failure to comply with the same will be a forfeiture of the amount of the bill."

W. H. Coburn bought T. H. Neeley's boards at Great Falls, Mont., March 9.

Anderson's wife got homesick, insisted on returning to Sandusky, and hence he gave up a good thing. Bernard now controls Savannah outright. Jo Campos is managing the business for him. Bernard writes that there are but three bill posting-plants in all Canada that are really creditable. He says: "The ones that I consider worthy of praise for their well-kept plants and systematic methods are at Ottawa, Toronto and London, Ont. At Halifax, N. S., a city of considerable importance, there is virtually no plant at all. St. John, N. B., a city of over 40,000, has miserable service, given by the theater management, which claims to have a first-class plant. The city of Quebec is not much better. Bill posters in Canada need an organization, with the few who are up to date as officers, to teach them the importance of good service and what can be done by hustling. They all say there is so little commercial posting because of the duty on American paper. Their argument is a very poor one. There are several large lithographing and printing houses in Canada, and all that is necessary is hustling solicitors to make commercial posting as popular as in the United States."

Henry Garn has dissolved partnership with Harry C. Taylor at Grand Island, Neb. Garn continues the business.

J. F. O'Mealia's new illustrated location list is an admirable compilation. Bill posters in general will find it a good model to pattern after.

Wilshire has the necessary nerve and pluck, and he is level-headed, too.

Wilshire's plan is full of promise.

Wilshire's idea is by no means Utopian. True, it is big, magnificent and daring, but so were the Standard Oil and Sugar Trusts when they were projected, and they are just as big to-day.

The failure of Youdes (Limited) in England should not have any effect on Wilshire's plan. Conditions and backing are entirely different.

There is one strong feature about Wilshire's plan that bill posters will do well to consider well, and that is the very small risk they take. If there is nothing gained, at least there will be nothing lost to the owners. It does promise terrifically big earnings, and, if given half a chance, is almost bound to succeed.

The many advantages and benefits that will wait upon the successful outcome of Wilshire's plans are almost innumerable.

Wilshire commands great capital. His immediate family and all his relatives are very wealthy. He hails from Cincinnati originally.

LETTERS TO THE EDITOR. A MONTHLY EXPERIENCE MEETING—AN OPEN COURT

Ardmore, Ind. Ter.

Editor of "The Billboard:"

If you will kindly pardon the effrontery of a denizon of the Wild West, I would like to break in and register a few kicks. I am not a chronic kicker by any means, and as long as I get even a half showing, am willing to take a broad-minded view of matters and be patient. Hope for the best, prepare for the worst, and take what the Good Lord sends.

I am in receipt of an official communication from the Secretary of the International Bill Posting Association of Asses saying the books had been so badly kept that they didn't know who was behind and who not ahead on dues, and agreed to "wipe off the slate" up to a certain date, and asked us all to brace up and be good. Well, I might roast them up a turn or two on lack of business management, but that is not it. I want to "voice the sentiments" of other isolated members in small towns who have helped "pay the fiddler," and still are not in the dance. We have a kick coming at the exceeding regularity with which dues become payable and the extreme rarity with which we were favored with business through the influence of the association. I have been a member almost since its organization, and if I can trace a single dollar's worth of business obtained in any way, directly or indirectly, to my being an associated member of the International Asses I don't know "where it was at." Consequently, I quit. I felt that I was being played for a sucker, and got "sore." If they had "sugared me up" a little occasionally, or I had ever received any letters of inquiry from any of the official solicitors I might have been played a while longer. I didn't, so I quit.

I have one of the best little plants in the Southwest, population considered. I have always taken the best of care of all work intrusted to me. I have conscientiously tried to redeem the hard name us little bill posters have. I have in a measure succeeded, as far as Burnitt, Bill Poster, Ardmore, is concerned—but the little business I have built up and the good name I have, is in no way traceable to the membership in the association. There's something the matter. If I pay dues, I expect of course some benefit from the membership; as I have never received any, I grub. Some have told me that I was in the wrong association. Perhaps; but I am afraid of a repetition, and have not made up my mind to jump—out of the frying pan, perhaps, into the fire. If any association readers can show me where I am wrong, would be pleased to hear from them. Very truly,

W. R. BURNITT.

Chicago, Aug. 20, 1898.

Editor of "The Billboard:"

Dear Sir.—Inasmuch as some incredulity has been expressed that Los Angeles, a city of about 100,000, should have posted over 25,000 sheets in June, as stated in one of my "Trust" circulars, I venture to give some details:

L. A. Theatre, 2,974; Orpheum Theatre, 2,125; Burbank Theatre, 1,368; local paper, commercial, 10,115; national paper, commercial, 11,387; total sheets posted, 27,969.

This is in addition to our painted signs, of which we have about 8,000 running feet ten feet high on top of and over our bill boards.

Faithfully, H. G. WILSHIRE.

Mr. Wilshire writes that while he originally contemplated embracing only the thirty-eight principal cities of the United States in his amalgamation, he now intends to take in every city, town and village in the country. He also states that R. C. Campbell, disgusted with the action of the Executive Committee, says he is going to take up the combine, and push it to a finish.

Editor of "The Billboard:"

I send you this to see if you are always willing to publish the truth when it enlightens the world.

There are eight towns along this line of railway. They will average about 800 population. I claim this territory as a sign hanger, painter and bill poster and circular distributor.

Large advertisers all over this country are in the habit of sending matter to local dealers in these towns to have it put up, and paying said dealers for so doing.

They might just as well take their gold coin and fire it into the great Father of waters. These local dealers appropriate those nice frames and elegant lithographs to their own private use. I know plenty of such instances. In some cases a rustic kid, irresponsible and grossly ignorant, is started out for a nickel, and fills the bill. Work is reported done.

In large cities, where there are resident bill posters who depend upon that business for a living, and make a desperate effort to excel and get to the front and establish a reputation and a good business, you will find that they are people who may depended upon to send work to.

The same can be said of a resident circular distributor, but when you quit the cities then you must, in order to secure good service, contract direct with the country bill poster, and he is equal to the city man in his field. You may send all the people after him you choose to inspect his work; you will find it O. K. As a representative of Fillmore County, Minnesota, I challenge the world to produce a better medium. Yours truly,

D. GAGEN.

Editor of "The Billboard:"

Dear Sir—Having a little time to spare, I thought I would write and let you know how business is in Pontiac. It has been a little dull lately. I received a letter from Dr. W. S. Burkhart, and I expect a job in a few days from him.

I finished a job for Dr. C. I. Shoop a little while ago. He came up to my price—$2 per 1,000. It is a distributor's fault if he gets less. It is worth it. We do double the work of the mail carriers, who get about $50 or $65 a month, and a good distributor should hold his price, and if the work is done right they will earn it.

I think your paper is all right. I think every distributor should take it, and I will do all I can for the sale of it. Yours truly,

Pontiac, Mich. I. J. BURGESS.

Editor of "The Billboard:"

Dear Sir—You may wonder why I have not written before, but now I take pleasure in dropping you these few lines to let you know that I am still a bill poster and that "The Billboard" reaches me always on time, and I hope very soon to belong to the association.

Was sorry that I could not attend the convention at Chicago. I think the official organ is a dandy, and just by being a subscriber to it has benefited me. Now, if the paper has been a benefit to me, I know that the association will and does benefit every member.

I am looking and hustling for a large fall and winter trade, so you may look for a few words from me once in a while to let you know how things are moving along. Yours truly, W. L. PIERCE.

Emlenton, Pa.

Lee's Summit, Mo., August 10, 1898.

Editor of 'The Billboard:'

Dear Sir—Will you kindly inform me as to the standard size of a sheet of posting paper as used by bill posters? Would a sheet 55 inches by 42 inches be considered a two-sheet show? Respectfully, F. B. CAMPBELL.

Editor's Note.—A one-sheet, single-sheet or whole sheet is 28 by 42 inches. The sheet you mention, 42 by 55, is a two-sheet.

New York, August 2, 1898.

Editor of "The Billboard:"

I regret exceedingly to write you that, owing to the present outlook, it will be impossible for me to represent the United States Bill Posters and Distributors at the Dublin convention.

I assure you that this determination was arrived at after the most careful consideration; and, moreover, I am very much disappointed, which only expresses my feelings in the mildest form.

It is now the season of the year when I am extremely busy, making the lists and the contracts for the theaters for the coming season of 1898-99; and, besides this, I have more applications for space from commercial advertisers for the fall and winter than ever before.

I return herewith your check for the exceedingly liberal amount you allowed me for transportation and expenses, and I sincerely hope the party who represents the bill posters at Dublin will have a pleasant trip.

I trust you will enjoy your proposed Western trip, and request that you favor me with a call when you visit the East. With best wishes, I am always, yours sincerely,

W. B. LOWDEN.

Philadelphia, August 23, 1898.

Editor of "The Billboard:"

In last issue some reference was made to prospective organization among painters.

Although I have painted something like a half million feet during the past few years for the firms whose names grace my letter head, I am not sure that I would be considered properly among the painters; but, if an organization is formed which would have for its purpose the bettering of existing conditions as among contractors in the honoring of leases and locations, requirements of character, sobriety and honesty among employes, use of pure and good materials in all work, and strict adherence to terms of contracts in this respect, and some other little matters in which painters, contractors and solicitors are jointly interested, and in which they should merge their several interests, for the uplifting and perpetuation of the sign system, then I should be pleased to take a hand in the work, and would consider it a matter of distinction to be known as a sign painter. The sole principle involved, and on which the success of this or any other organization depends, when it chief capital and power lies in "service rendered," is to take measures which will result in making that service as nearly perfect as unity of honest purpose will permit. If Mr. Wilshire's plan had presented a basis of the "higher service," instead of coercion, it might have worked its way out in some shape, and the same principle will be found to apply all along the line.

Respectfully, PLATO.

Wallace, Idaho, July 26, 1898.

Editor of "The Billboard:"

Gentlemen—Your esteemed favor of July 11 to hand some time since, acknowledging receipt of $1 for one year's subscription to "The Billboard." I was in hopes you would send me the July number, but as I did not have sense enough to include that in my epistle, and as I do not suppose you employ a mind-reader, consequently up to date I have not received it. You ask if you are to understand that I am the bill poster at Wallace, and that you haven't me on your list as such.

Well, I am, and if you do not believe it, you can ask anybody who knows me. I have been acting in the capacity of bill poster since the 14th of March last, and latterly, thinking it would be a good scheme, I incorporated a firm known as the Coeno D'Alene Advertising Company, including Wardner, Mullan, Wallace, Manchester, Gem, Black Bear, Mace and Burke.

Now, I presume if you read the almanacs, you are thoroughly conversant with the fact that the above towns are mining camps, employing about 5,000 men, and whether I will make a success of the business remains to be told. My ideas in regard to the subject may be nothing more substantial than a pipe dream, but, at any rate, I will stay with it for a couple of years anyway, as that is about the amount of time I would have wasted on a trip to the Klondike.

You ask for news items of interest for your readers, but as I am a beginner, and have all to learn and nothing to teach, consequently could be of no assistance to you whatever. I have received several batches of paper, which I think I have given proper attention, and hope in the near future to receive more. I would have answered your letter sooner, but I was very busy building boards, consequently waited until I had time. I hope that I will do well, as I intend to give this line of business my strict attention, and also hope that "The Billboard" will assist me in learning and improving therein. I think I will close. Hoping to hear more from you, and assuring you that later I will give you an ad. for "The Billboard," I remain,

Yours as long as the paste is good,

ED. R. CARLTON,

Licensed City Bill Poster, Wallace, Idaho.

(Editor's note.—Wallace seems to have a corner on breezy and brainy bill posters. By the way, Carlton, what became of Campbell?)

San Francisco, Aug. 16, 1898.

Editor of "The Billboard:"

We are pleased to be able to report that although we have not had much Eastern work to put out recently, business with us is good. Exceptionally so in the distributing and painted sign departments. During last month we put out among other work, 50,000 booklets for Swift's Specific Company, two large cases of Mellins' Food samples, 9,000 catalogues of our list of best residences in San Francisco, for Goldberg, Bowen & Co.; 7,000 addressed for Aetna Springs, and 12,000 in Oakland, Alameda and Berkeley for Warner's Safe Cure; 67,000 for Great American Importing Tea Company; 20,000 circulars for the San Francisco & North Pacific Railway; 900 samples to doctors for Hagee's Cod Liver Oil; 8,000 addressed for Prof. L. S. Dodge; 25,000 pieces for Blackwell's Durham Tobacco, to the soldiers and sailors of Camps Merritt and Barrett, the Presidio and Mare Island Navy Yard—in addition to the regular work of the California Jockey Club, Foxhall Market, Paine's Celery Compound, Dr. Williams' Pink Pills.

Among recent orders executed, or in process of execution, in the painted sign department are included 2,500 running feet, ten feet high, for Capadura Cigars; these cigars are also advertised in the street cars, and we have on the boards this month 200 sixteen-sheet stands. Their advertising has been very successful. In spite of the fact that the price to retailers is a little more than other brands of five-cent cigars, the sales are reported to have been very large, indeed.

We have also put out 1,000 running feet for La Belle Creole Cigar, 200 feet for Grand Master Cigar, 750 running feet Arabian Nights Cigar, 400 feet for Tesla Coal Co., 1,400 running feet for Ghirardelli Cocoa. The Ghirardelli Company is a persistent and heavy advertiser, and about controls the Pacific Coast market for chocolate and cocoa.

We are also painting 1,430 feet for the Centemeri Gloves. These people began to do outdoor advertising in a small way about a year ago, using a few posters and painted signs and one or two lines of street cars. They reported a tremendous increase in their sales for the past year, amounting to something over 100 per cent. They have just signed with us a large contract for sign and street car advertising. The sign bears a picture of a pair of lady's gloved hands, and are simply lettered in white on a black ground. They are very striking.

It has been said by a great many of our visitors from the East that San Francisco is a large lumber yard. This because of the 50,000 odd of running feet of bill boards with signs on the upper tiers. Notwithstanding this, we are still putting up new fences. Among others just erected is one of fifty-five feet frontage on Market street, within two blocks of the ferries, and one of eighty-five feet frontage on the corner of Third and Stevenson streets, just back of the new Claus Spreckles Building. These are temporary fences, in front of buildings in course of construction, but are both down town. Besides these, we have also erected permanent fences on the following locations:

Corner of Page and Devisadero, 225 feet; street cars are operated on both streets and the two lines transfer at the corner.

O'Farrell and Devisadero streets, 70 feet; south-bound O'Farrell street cars turn into Devisadero street at this corner.

Kentucky and Eighteenth streets, 190 feet; this board is almost directly opposite the corner where the Sixteenth and Fillmore street cars transfer to the Kentucky street line, and is within a short distance of the Union Iron Works, where from 2,000 to 3,000 men are continually employed building cruisers and battle ships like the famous Oregon.

Howard and Eighth streets, 450 feet; the Howard street cars are operated on one side and on Eighth street is being built an electric street railway. This location is within two blocks of the down-town baseball grounds on one side, and the new City Hall on the other.

Fourteenth and Mission streets, 400 feet; this board surrounds the lot on which is being built the new S. P. R. R. hospital. The Mission street cars and the San Mateo electric line pass on the respective sides, and transfer at this corner.

T. V. Maxwell, whom you mentioned in last months' number as having been arrested for erecting a fence over a fire wall of a one-story building, was convicted in the Police Court. The Judge imposed a nominal fine and the case was appealed to the Superior Court, where it is still pending. Should it be decided in favor of Mr. Maxwell, who had a permit from the Board of Supervisors, we will continue the painting on the fence. It is on Market street, running back to City Hall Avenue, upon which fronts the new City Hall. It is needless to say it will form a very attractive feature of the neighborhood when the various signs are all completed.

Besides the 200 sixteen-sheet Capadura noted above, we have on our boards 1,500 sheets for various cigars for Seidenberg & Co.; 1,000 sheets for the S. F. & N. P. R. R., 1,500 sheets for the Great American Tea Co., 250 eight-sheets for General Arthur Cigars, 30 twenty-eight-sheets Battle of Manila; 20 twenty-four sheets painted stands for Armour's Pork and Beans; 150 eight-sheets, Lillian Russell; also, 500 two-sheets, Lillian Russell; 50 eight-sheets Mastiff; 100 eight-sheets Arabian Roast Coffee; 75 twelve-sheets for J. Noonan; 75 four-sheets wall paper for G. W. Clark Co., 100 eight-sheets Van Vroom Dental Parlors, 75 eight-sheets J. T. Sullivan shoe posters, 70 twenty-four-sheets for Rambler Bicycles, 65 twenty-four-sheets Aetna Springs.

We have done a very good business this season in painted stand work, a sample of which we showed you at the recent session of the Associated Bill Posters' Association at Buffalo. Many of the large society picnics favor this class of work, as do a number of local advertisers, who like to have posters of a different design each month. We really believe our facilities for doing this class of work are greater than that of any other concern in the United States. This sounds big, we know, but we have devoted to this work most of the upper story of the Yosemite Panorama Building. This floor gives us a clear space close on to 13,000 square feet. Upon it we have erected eight galleries eighty feet long, so we have room to handle at one time 60 twenty-four-sheet stands. The painters work off trolley cars. The walls of the room are thirty feet high at the sides, and from the side wall springs an immense truss roof, in which are set large skylights, all the way around. So you see we have plenty of room, plenty of light and fresh air.

In other parts of the building are located our carpenter shop, bill room, which contains the paste machine and engine; also the paste tank, holding 1,000 gallons; stock room, stable; a department set apart for the use of the street car advertising service; distributing room; general offices and the private offices of the members of the firm. This building is located at the corner of Market and Tenth streets, and runs back to Stevenson street.

Yours truly, OWENS & VARNEY,

Per J. H. Simpson.

Niles, Mich., August 15, 1898.

Editor of "The Billboard:"

As I have never sent you any report of what I was doing in the bill posting line, I thought I would write you what I was engaged on at present. I distributed a good quantity of samples and other advertising matter last month, and business has been pretty fair.

I received seven twenty-sheets from R. C. Campbell, of Chicago, for the Chicago Record, which makes the third lot I have had from them. I have also done a good deal for the Chicago Times-Herald.

Have posted 50 one-sheets for the United States Accident Association, 50 one-sheets for the Michigan Mercantile Collecting Agency, 50 one-sheets for K. O. T. M. Picnic, 50 one-sheets and 500 quarter-sheets for Michigan Central Railroad, 50 one-sheets and 500 quarter-sheets for the great Niagara Falls excursion to be given August 4.

We have had Mat Wixom's Dog and Pony Show, Sipe and Blake's Dog and Pony Show, J. H. LaPearl's Circus and the advertising car for Pawnee Bill's Wild West Show is in the city. Te LaPearl Show posted about 1,000 sheets in the city and three country routes; gave a good parade and good entertainment.

I distributed 2,500 books for the Boston Medical Institute, of Chicago, in Niles, Buchanan, Berrien Springs and Eau Claire. We have made 50 new one-sheet boards for the opera house.

With best wishes, I am, very truly yours,

W. H. SERVISS.

Wichita, Kan., August 18, 1898.

The Editor of "The Billboard:"

I have been looking through the files of your paper, and find an editorial in the April (1897) issue that partly covers the question, which is this: Is there any decision of a high court that can be made to cover the question of license? We own all the boards in this town, and pay rent for the ground on which they are. The city now comes and says we must pay $50 a year for the privilege of using our own property. Any outsider, or any one in fact, can come and put up all the posters they wish for themselves and not pay a cent. If we put them up we must pay $50. We have refused to pay the license, and I am now under several hundred dollars bond to appear at the next term of the district court. They arrest me every time I send the men out to post. It is inconvenient an monotonous. We intend to test the case in the highest court, and I wish to get all the information I can on the point. I believe that it will not stand on account of being excessive. Again, the statute says the city may license any or all trades and occupations carried on in its limits. I cannot see the justice of this. Why one should be singled out and others not. I find the greatest variance in the amount of license—from $1 to $300. I sent out 150 postal cards. Got over 100 answers, but have not found what I want yet, so appeal to you. There is no general license for all businesses, but a few are taxed, among them "Bill posting, $25 for six months." Yours truly,

E. L. MARTLING.

Editor's Note.—There is no decision of a high court on record. Municipalities have power to levy occupation taxes, and a bill poster's license comes under that head. It is a very difficult matter to determine what constitutes "excessive," as most bill posters in the past have regarded licenses as protective, and have rather preferred a pretty stiff figure. The best remedy will be found in an appeal to the municipal legislative body. A statement of fact presented by some one of influence should effect a remedy.

Beatrice, Neb., August 18, 1898.

Editor of "The Billboard:"

I noticed in your valuable paper last month that Mr. Littleton, from a little town, had been quite severe on me. I shall not take offense at the matter; only consider who sent it.

We are doing a rushing business in Nebraska. We have 10 eight-sheets posted for Mennen's Baby Powder, 10 eight-sheets for Beeman's Pepsin Gum, 15 eight-sheet posters and 100 one-sheets for the Liggett & Meyers Tobacco Company, 100 one-sheets for Rosenthal's Bill Dugan's Cigars, 15 eight-sheet posters for Excelsior Spring Water, 100 one-sheets for Freeman's Reliable Hat, 250 signs tacked for Battle Ax Tobacco, 100 signs tacked for Parrot's Cigars, 3,000 bills distributed for the Cudahy Packing Company, of Omaha.

I also have contracts for distributing Lydia E. Pinkham's books in September and Dr. Miles Medical Company pamphlets, besides samples for Dr. Burkhart.

This work has been done so far since the first of August. Yours truly,

THE J. H. MARTIN COMPANY.

Letters to the Editor

Covington, Tenn., August 17, 1898.
Editor of "The Billboard:"

Since my last writing I have done the following work: Tacked signs for the Christian Piper Tobacco Company, St. Louis, Mo.; Pyles' Pearline; Ballard-Snow Liniment Company, St. Louis, Mo.; Little's Liquid Sulphur Company, St. Louis, Mo.; American Tobacco Company (Old Virginia cheroots, Battle Ax and Duke's Mixture). I have posted 100 one-sheets for Hamlin's Wizard Oil, 65 sheets for Littell's Liquid Sulphur Company, and 200 sheets for supply company.

I have distributed 2,000 pieces for local dealers, 4,000 pieces for Simmons' Medical Company, St. Louis, for local druggists: 5,000 pieces for Hamlin's Wizard Oil Company, 1,000 pieces for Ballard's Snow Liniment Company, 500 books for Littell's Liquid Sulphur Company.

Mr. E. E. Sutherland, President of the Sutherland Medical Company, of Paducah, Ky., wrote me: "We are in receipt of your favor of the 12th, and, as we have your name constantly before us in the list of members of the I. A. of D., we write to assure you that when we have any business to send out in your line, for the territory you cover, we will send it direct to you."

When such a large concern as the Sutherland Medical Company has the I. A. of D. members to do its work, it looks like we are O. K., and I think the balance of large advertisers will soon follow the same was as the Sutherland Medical Company.

Wishing "The Billboard" and I. A. of D. members success, I am, very truly,
HOWARD N. HOLSHOUSER.

Pueblo, Col., August 18, 1898.
Editor of "The Billboard:"

I would like to ask the members of the I. A. of D., through your paper, if they think it right to suspend a member without one word in his defense.

Your last issue stated that I was dropped for nonpayment of dues. I wish to state that my dues were paid up to July 1.

I wrote Mr. Steinbrenner in regard to the same, but before he had received my communication I was notified that Mr. Curran had presented the bill of sale of the Pueblo Bill Posting Company (in which I was interested) in the convention, and I was dropped on that account.

I wish to state that the parties that I was interested with (Mr. Johnson and Mr. Brayton) did not sell to Curran the distributing business. I carried on this distributing business before going into partnership with them. I paid for membership in the association with my own money.

I also wish to state that I notified Mr. Steinbrenner when the boards were sold, and informed him that I would continue the distributing business.

I would like to hear from some of the members on this subject. I have proof of all I have said. Yours respectfully,
JESSE MITCHELL.

Melbourne, Victoria, July 14, 1898.
Editor of "The Billboard:"

It was with pleasure I received your very welcome letter of May 24, addressed to Sydney and forwarded to me here.

I do not think I shall make as many cities in Australia, Tasmania and New Zealand as I had expected, as I shall not have time. I am thinking of going back on the next steamer, which sails August 1. I shall decide in the next few days.

I did not allow myself half time enough to cover Australia properly. Everything but time moves slowly in Australia. Merchants want a week or so to think over any proposition.

I would give you my future address, but I am not sure at this writing which way I shall go from here. Very respectfully,
JOHN MOORE.

Brownsville, Tex., August 18, 1898.
Editor of "The Billboard:"

Gentlemen—We hope this will reach you in time for publication in your special number. We have done distributing since April for the Dr. Miles Medical Company, the Dr. Kilmer Medical Company and the Wells-Richardson Company, and have made contracts for fall work with Dr. Burkhart, Lydia E. Pinkham Medical Company, Hamlin's Wizard Oil Company and Chattanooga Medical Company, and hope to have work from Syrup of Figs. Also are waiting for the Sterling Remedy Company—both distribution and bill posting. Have built up a line of bill boards from a one-sheet to a twenty-sheet poster in the principal streets and locations, such as parks, ferries, wharves, at Brownsville and Pt. Isabel.

Sincerely yours,
VALLE & BROS. ADVERTISING CO.

Dayton, O., August 12, 1898.
Editor of "The Billboard:"

I beg leave to submit to you for publication the following:

I have just completed my sixth distribution for the Dr. Chase Company, and have contracts with the Dr. David Kennedy Corporation, Kondon Manufacturing Company, Lydia E. Pinkham Company, Dr. Burkhart, Chattanooga Medical Company, and prospects good with other firms for fall and winter work. I would also state for the benefit of distributors who are thinking of joining the I. A. of D. to come in at once, as I would not part with my membership for twenty times the cost. Wishing you and your publication success, I am, very truly yours,
JAMES B. M'CONNON.

Butte, Mont.
Editor of "The Billboard:"

Here is another important case of interest to bill posters:

W. E. Kendrick, of Butte, Mont., sold out his interest in the bill posting business to his partner, C. A. Harnois. He agreed not to post or distribute any bills, tack any signs, or paint any bulletin boards in Butte or in the county, either by himself or in a company or corporation, or to encourage any one else to go into the business, for a period of twenty years.

Before the ink was dry on the document of agreement he said he intended to return to the business, and succeeded in getting his wife, John McGuire and another party to open up a shop. Kendrick flew high, and boldly announced himself a manager, even going so far as to build a big board 400 feet long, on which he painted several advertisements. Then he tried to palm it off as as a sign board. He went still further, and succeeded in landing a small job of posting.

C. A. Harnois had injunction proceedings brought against him, and proved to the satisfaction of the court that Mr. Kendrick's actions should be stopped, which was done.

Now, Mr. Kendrick is studying law, to see what other dirty work he can spring up. As a witness he went so far as to tell the Judge that other people might call a big sign like he had painted a bulletin board, but that he called it a sign. Since the trial he's been good.

Please define the term "bulletin board" as it is used in bill and bulletin board advertising.

MONTANA BILL POSTING AND AD-SIGN SERVICE.

Editor's Note.—A bulletin board is a board conspicuously placed, upon which ad-signs are painted. It is owned by an advertising company, and space on it is rented to advertisers. If the advertiser ownes the boards it is a sign.

Omaha, Neb., August 18, 1898.
The Editor of "The Billboard:"

In reply to yours of the 15th inst., will say that it was by accident that we sent for "The Billboard" to get the list of fairs, as we had quite a surplus of animals here, and are putting out a show to-day to go to the Western fairs, hence I send you program. In reply will say that the Trans-Mississippi Exposition is a success which goes without saying. Our July business went ahead of June, and so far August has doubled in receipts, and is second only to the World's Fair. The only trouble was they did not advertise it enough, and neither did they have cheap railroad fares soon enough, but the war is over and crops are good, and the farmers are getting good prices, all of which will make it a success from now on. W. W. Cole and wife and Louis E. Cook are here. The former and his wife seem to be taking in the exposition thoroughly. The latter is here in the interests of the Buffalo Bill Show, which is here August 30 and 31. I am doing a little business here for the Barnum & Bailey Show. Just received a cablegram from Mr. Bailey this morning of one hundred words, which cost him the small sum of $34. He wants all the features and everything that is new in America to astonish all Europe with for 1899, and, as usual, he is in a hurry, as ever. If nothing happens to prevent, I think I will take a trip abroad this winter.

Hope you will make up your mind to pay a visit to the exposition, and, should you do so, I will try and see that you visit all the shows on the Midway.

With kind regards and best wishes, I am, yours very truly,
E. D. COLVIN.

Advertisers' Exposition.

An exposition is necessarily an advertising exposition, but an "advertising exposition" is not necessarily an exposition. At least, one now organizing in England, and which will open in London April 15 next, is a "somewhat different kind." To be exact, it is absolutely unique in the way of expositions. It will be nothing more nor less than an exhibition of advertising media.

Mr. S. H. Benson, the London advertising agent, outlines the scope of exhibits as follows, viz.:

1.—BILL POSTING.

Lithographed posters, zinc posters, aluminum posters, wood-cut posters, wood-type posters, and classified particulars of service, boarding stations, etc.

2.—SIGNS.

Painted signs and bulletins, embossed signs, carved signs, hand-painted show cards, transparencies, muslin banners and sandwich-men.

3.—HAND-BILLS.

Circulars, samples, almanacs, booklets, pamphlets, leaflets and tabulated and classified particulars of distributing them to selected addresses or from house to house.

4.—BOOK AND NEWSPAPER ILLUSTRATION.

Wood engraving, electros, stereos, process blocks, color printing.

5.—NEWSPAPER ADVERTISING.

There will be an exhibition of British, Colonial and foreign newspapers, arranged in sections geographically; also of tabulated statements prepared with a view to facilitate the selection by advertisers of the classes of papers and periodicals most suited to their needs, and to show them at a glance the approximate expenditure that would be required to cover stated areas in town and provincial papers of various classes.

6.—DESIGNS FOR SALE.

Designs for posters, designs for newspaper advertisements, (exhibited by the artists.)

7.—COMPETITIONS.

For the best current advertisement in each class; for the best suggested ditto.

8.—MISCELLANEOUS.

(a) Chromolithography and letterpress printing, show cards, pamphlets and leaflets, collotype work, colored photographs; (b) enameled iron plates, tin plates, zinc tablets; (c) electrical signs, cinematographs, biographs; (d) opal tablets, fancy glass and xylonite tablets, enameled, metal, celluloid and other letters; (e) railway station advertising, omnibus and tram advertising, provincial carriers' van advertising; (f) automatic advertising machines, revolving advertisers, advertising clocks, puzzles and novelties of all descriptions, window dressing novelties and displays; (g) personal house-to-house canvassing and other street advertising appliances; (h) exhibition stalls and show-cases.

"The Billboard" has written for further particulars of the exposition, which we will present in our October issue. We think they might be profitably introduced in America, especially if held at New York or Cincinnati.

Distributors' Notes.

It will pay any distributor in any town of 1,000 inhabitants and over to belong to The International Association of Distributors.

Dr. W. S. Burkhart of Cincinnati deserves the thanks of all distributors for his unremitting efforts to defeat the tax on free samples. It was due to Dr. Burkhart's efforts solely that the rule exempting them was issued.

Distributors who desire portrait cuts of themselves for use on letter heads are invited to write the American Process Engraving Co., Butler Building, Cincinnati.

The election of O. P. Fairchild, of Covington, Ky., to the Treasuryship of the I. A. of D. gives universal satisfaction.

J. T. Hudson, I. A. of D. member at Pittsburg, has gone to England. He was called hence by the serious illness of his father, who is not expected to live.

Geo. W. Vansyckle, greatly improved in health by his trip on the lakes, is now sojourning with relatives at Scranton, Pa.

H. T. Hayes, representing the Dr. Chase Co., of Philadelphia, Pa., was a "Billboard" caller Aug. 2. Mr. Hayes will shortly gladden the hearts of the Pacific Coast distributors. He will arrive at San Francisco with a carload of advertising matter early in October.

Distributors generally should bear in mind that it is useless for them to apply for membership in the I. A. of D. unless they exercise personal supervision over the town whose franchise they seek. This means that you must actually live in the said town, or at least maintain an office there, which you visit daily.

Every large advertiser in the country reads "The Billboard" regularly every month. We know, too, that they read it thoroughly, ads. and all. For this reason, every distributor should keep a small ad. in every issue, giving his name and address. It will pay.

We frequently have inquiries from distributors for a list of firms who advertise by house-to-house distribution. There are numerous lists published, but they are mostly catch-penny affairs, and very unreliable at that.

The only one that we can unreservedly recommend is the one compiled by W. H. Steinbrenner. It is comprehensive, accurate and complete.

Unfortunately, however, it is not for sale. It is given free to members of the I. A. of D., and is designed exclusively for their use. Unattached distributors can not procure it. If, however, they will take the trouble to watch the tips in "The Billboard" and copy them into a memorandum book each month, they will soon have a very acceptable list of their own making. Such a list is worth many times the cost and trouble it takes to compile.

The following firms are sending out matter for house-to-house distribution this month, viz.:

Kessler & Kessler, Clayton, Mich.
Chattanooga Med. Co., Chattanooga, Tenn.
Kondon Manufacturing Co., Minneapolis, Minn.
Dr. W. S. Burkhart, Cincinnati, O.
Sterling Remedy Co., Indiana Mineral Springs, Ind.
Dr. Chase Co., Philadelphia, Pa.
Dr. Miles' Med. Co., Elkhart, Ind.
E. E. Sutherland, Paducah, Ky.
Wells-Richardson Co., Burlington, Vt.
Van Camp Packing Co., Indianapolis, Ind.
Paris Medicine Co., St. Louis, Mo.
A. C. Meyer & Co., Baltimore, Md.
The Bon Aaime Co., 100 Williams street, New York.
F. T. Hopkins, 37 Great Jones street, New York.
Columbia Med. Co., 1224 F. street., Washington, D. C.
Hop Plaster Co., 345A Washington street, Boston.
Facial Balm Co., Sioux Falls, S. Dak.
American Remedy Co., Arcade Building, Cleveland, O.
French Drug Co., 381 Pearl street, New York.
Co-operative Med. Co., Huntington, W. Va.
Thos. H. Tarbox, 44 Hoskins street, Providence, R. I.
The Standard Chemical Co., 1616 Cherry street, Philadelphia, Pa.

Subscribe for "The Billboard." One year—one dollar. You get it quicker and more regularly.

Mention "The Billboard" in writing to advertisers.

W. H. Steinbrenner, Secretary of The International Association of Distributors, visited his mother at Fort Wayne, Ind., after the Chicago convention.

We receive daily inquiries from young men who contemplate embarking in the business of house-to-house distributing. As a rule, they wish to know how to make a success of the business. We have answered these inquiries by mail up to this time, but the correspondence is becoming burdensome. For the benefit of those who desire information on this point, we always, on general principles, advise the new man not to start. Especially, too, we advise it, if there is already a man in the field in which the proposed start is to be made.

Nothing seems so easy to do, but in fact few things are more difficult to accomplish. A paying business as a distributor takes years to build up and establish. You must be patient, plodding and honest. You must make every piece count, every time. No rule can be formulated, and there is no special system which invariably leads to success.

We can not, nor can anyone else, impart any rule or any set of rules that will insure a successful outcome.

We believe that nothing but adaptability for and long experience in the business ever wins.

Numerous complaints about the Sterling Remedy Company have been received at this office.

Frank VanCamp, the advertising manager of the VanCamp Packing Comnay, says: "The sending and giving away of samples is, without a doubt, the best method of advertising we have found, and beats everything else combined. There's no getting around the fact," he continued, "that when people get to taste a thing, they get an idea of it which no ad. on earth could ever impart to them."

Dr. Burkhart, of Cincinnati, has written J. A. Clough, of Chicago, one of the strongest letters of indorsement it has ever been our pleasure to read. We regret we have not space to reproduce it, but we can testify that Clough's service is all right. So is Clough.

John H. Owen, of Detroit, writes that things are coming his way. Dr. Pierce, of Buffalo, is going to use I. A. of D. members hereafter, says Owen.

MOSES WOLF

Dies From Injuries Received August 9th—He Was the Well-Known Billposter of Dayton, Ohio.

(Special Correspondence.)

Moses Wolf, the well-known bill poster, who was struck by a train August 9, at the Fifth street crossing, died at an early hour on the 11th, at his late home, No. 124 South Jefferson street, Dayton, O.

He was taken to the Deaconess Hospital, where every measure known in surgical science was resorted to in hopes of saving his life, but to no avail. Several of the leading physicians of Dayton were called into consultation on the 15th, and, after carefully diagnosing his case, determined to perform an operation to relieve the acclusion of the bowels. This operation is the most delicate know in surgery.

On the night of the 16th Drs. Bittenger, Weaver and Reeves, Jr., performed this work, but the patient was too weak, and succumbed to the inevitable.

The deceased was in his fifty-second year, unmarried, and had been engaged in the bill posting business in Dayton, O., for the past thirty-five years.

Funeral services were held Friday, August 19, and interment was made in Riverview Cemetery. The burial was private.

Editor's Note.—William Wolf owned the boards at Dayton, O., and the death of Moses, who was simply employed by his brother, will not affect the business. There will be no change whatever.

Not Necessarily.

Printers' Ink for Aug. 10 prints the following:

THE BILLBOARD.
Berlin, N. H., July 19, 1898.
Editor of Printers' Ink:

I am about to open advertising and distributing agency for Coos Co. with head office here. I have looked over several copies of Printers' Ink and can not find the names of any advertising and distributing agencies. Could you furnish the names of a few of these companies?
DEAN S. PAINE.

An "advertising and distributing agency" is a concern that posts bills and distributes samples and circulars. A number of these advertise in "The Billboard," published at Cincinnati, O.—Ed. P. I.

The Editor of Printers' Ink is in error. An "advertising and distributing agency" is a concern that makes a business of distributing samples, circulars, etc., from house to house and tacks up tin signs.

Bill posting is handled by bill posters exclusively. Some bill posters also distribute and tack signs, but many do not.

VALUABLE.

No Billposting Plants for Sale.

W. E. Franklin, the well-known showman, has been trying to purchase a bill posting plant for the past three months. He has written here, there and everywhere. He has offered the most liberal prices, and agreed to pay spot cash, but all to no purpose. No one wants to sell. This is proof conclusive that bill posting is a profitable and pleasant calling.

Posters in Cuba.

The New York Journal, with commendable enterprise, but unfortunate choice of language, inaugurated a poster assault on the dead-walls of Santiago de Cuba the day after it capitulated.

The old city and outlying districts were thickly plastered with posters advertising the Journal. General Shafter immediately ordered them covered, and covered you may be sure they were in short order. General Shafter objected to the inflamatory headline,

"REMEMBER THE MAINE,"

which was featured on each poster, and feared that it might incite violence. It was the language, and not the posters, that was objectionable.

A. J. LOVEJOY,
Superintendent Beef Cattle, Illinois State Fair.

ADVERTISING MEN

Branch Out for Themselves After Many Years of Experience.

Mr. William C. Van Loon and Mr. Charles L. Doughty, who had been identified with the Parvin & Doughty Advertising Agency, Cincinnati, for many years, severed their connection with that concern Aug. 13. Both were stockholders in the company. Mr. Van Loon had been the Secretary for about fifteen years and Mr. Doughty had served as Treasurer of the company for fully seventeen years. Both are among the best-known and most successful newspaper advertising men in the country. Mr. Van Loon has secured an office in the Oriel Building, on Vine street, above Fourth street, and will continue in the newspaper advertising business on his own hook. Mr. Van Loon is a very pleasant gentleman, as well as an expert in that business, and, having a host of friends among merchants and manufacturers, is bound to succeed. Mr. Doughty will retire from active business for a time and take a much-needed rest, after many years of continuous hard work.

The Trust.

Many of the leading billposters of the country are deeply interested in Wilshire's scheme. He has received assents from Chicago, Albany, St. Louis, Minneapolis, St. Paul, Jersey City, Lexington, Louisville, Richmond, etc., etc.

The American Adv. Billposting Co. of Chicago writes: "Think you are going about the thing in the right way. Enclosed please find assent signed. Let us hear from you fully."

L. H. Ramsey writes: "I have for several years thought that a consolidation of the large cities upon an equitable basis would be a good thing."

Falls City Billposting Co.: "We would be willing to entertain favorably your proposition."

M. Breslauer says: "I have signed on condition of half stock and half cash, and I to manage."

J. Ballard Carroll: "You can count on Albany, Rensselaer, Watervleit, Troy, Cohoes."

J. F. O'Mealia: "Your prospectus to hand; plan seems feasible, and undoubtedly would be a big thing if accomplished. You have a good idea of the matter, and if it could be worked out would certainly be a success."

St. Louis Bill Posting Co.: "We have your letters, etc., relative to the consolidation of the bill posting business. Our stockholders have the same under consideration, and would probably think favorably of it if enough of them would go into it to assure a success."

W. S. Burton & Co., of Richmond, Va.: "Dear Sir.—We have looked over your proposition, and are of the opinion that it can be made a success, and we are willing to lend ourselves to the cause to bring it to the success which it merits. While of course we have no opposition at present and no outlook of any, we do not think we own the best plant in the world, and would be willing to take a fair price for it as a cash sale or part cash and part stock, or all stock, everything being satisfactory to us; that is, we would expect to be in the current of the tide at all times with any or all the rest of the stockholders."

L. N. Scott, of St. Paul: "Yours of the 28th ult. at hand, and I note that you are the initiator of the scheme for consolidating the bill posting plants in the large cities of this country. As soon as you can demonstrate to me that there is any possibility of the scheme being consummated, I will be willing to put my plant in, as I wrote you before, on a basis of half cash and half stock, providing we can agree upon a satisfactory price for my plant. I do not care to furnish any of the details requested in your circular until it looks as though there was a sure thing of doing business."

Read the Advertisements.

The subscriber who fails to read and carefully examine the advertisements in his trade journal frequently misses the valuable information contained in it, and thus sometimes loses opportunities of the highest importance to him as a business man, says the Keystone. The advertisements are, in fact, communications on business subjects addressed directly to each reader of the journal, and a careful business man would as soon think of neglecting his morning's mail as of skipping the advertisements in his trade paper. It is in the advertisements that he must seek all that is new, useful and profitable in his line of trade. He must not stop at that however. When he finds an announcement that interests him he should follow it up by acting upon it, by corresponding with the advertiser and learning all there is to learn about it.

SHE PAINTS ROCKS.

Young Woman Finds Employment in Painting Display Advertisements.

There is in Ohio a young woman who has made a grand success in advertising. She works out of doors and paints advertisements on the sides of barns, on roofs, and on sign boards. She is not afraid of a scaffold or a ladder, and will scale a rope ladder up a mountain side and work there with her brush and her paint for hours at a time if her contract calls for it.

She is perfectly fearless, and enjoys her work. She went to Cleveland for a tobacco company, and with her pencil, rule, brushes and paint she assumed control of the side of a brick building and began her work. During the day hundreds of people stopped and discussed her and her occupation. She didn't pay the slightest attention to the lookers-on, but continued her work in the most business-like fashion until 5:30, when she surveyed the result of her labors in the most calm and dispassionate way, and made ready to return to her hotel.

Her working costume consists of a serviceable skirt, a jumper of blue cloth and a cap which she manages to pull well down over her face in order to keep off sunburn. She wears mittens to protect her hands, which are said to be very pretty. She began her out-of-door advertising work about four years ago, and she has traveled over a great deal of the Western country in company with her uncle, who is in the same business, and who was her instructor.

Those who know her say that she is an educated woman, with refined taste. She enjoys her work, for it gives her an opportunity to travel, allows her to keep a good deal by herself instead of mixing with companions, who might not be congenial, and yet whom she would be forced to be pleasant and courteous to, and, above all, it pays her well. So who shall blame her for doing the best she can? She certainly does not fear competition from many other women.—Boston Herald.

Addenda to Fairs.

BROWNSVILLE, TENN.—Haywood County Fair, Oct. 27 to 29. J. R. Head, pres.; I. Felsenthal, treas.; W. Halliburton, sec.; W. R. Holbrook, mgr. adv.
WINCHESTER, IND.—Randolph County Fair, Sept. 19 to 21. O. H. Barnhill, sec.
PIERSON, IND.—Vigo County Fair, Sept. 26 to Oct. 1. B. T. Beard, sec.
TAPPAHANNOCK, IND.—Sept. 7 to 9. B. B. Brockenbough, pres.; C. B. Newbill, sec., Centre Cross, Va.
BELLEVILLE, MO.—Street Fair. Sept. 28 to 30.
DUBLIN, GA.—Laurens, Johnson and Wilkinson Counties Fair (colored). September.

Bill Posting and Circus Paste Brush.

The Extra Mikado Brush is the best made; constructed of ALL Pure Black China Bristles imported by us for the purpose, and especially prepared under a formula known only to ourselves.

We guarantee that our CHINA BRISTLES are more elastic and more durable than any other; consequently our MIKADO Brush will wear longer AND DO BETTER WORK than any other brush made. ALL OUR MIKADOS ARE GUARANTEED. They are copper wired, with heavy metal edge protectors and are great paste holders. Used by Barnum, Forepaugh and other leading shows, and highly recommended by Mr. R. C. Campbell, Chicago. Send the price and get a sample.

All 9 Inches Wide.

No. 10, 4-0. 5⅜ in. long.	$28.00 per doz...	$2.50 each.
No. 10, 6-0. 5⅞ in. long, heavy..	$32.50 per doz...	$3.25 each.
No. 10, 7-0. 5⅞ in. long, ex. heavy....	$34.00 per doz...	$3.50 each.
No. 10, 9-0. 5⅞ in. long, ex. ex. heavy.	$42.00 per doz...	$4.00 each.

RENNOUS, KLEINLE & CO., Sole Manufacturers, Baltimore, Md

The Bill Poster

The English counterpart of THE BILLBOARD. Subscription 50 cents per year, post free, may be sent to 127 East Eighth St., Cincinnati, O

BILLPOSTERS and DISTRIBUTORS
—— SEND FOR ——
HENNEGAN'S DATE BOOK.
The neatest and best ever issued.
PRICE - - 20 CENTS.
Hennegan & Co. 719-721 Sycamore St. CINCINNATI, O.

OSWEGO, N. Y. Also Sodus, Pulaski, Watertown, Minetto, Phoenix, Fulton and Mexico. Best of references.
F. E. MUNROE, Bill Poster and Distributor.

ROBERT H. COBLINS, Distributor, 310 Middle Street. NEW BEDFORD, MASS.

W. H. DONALDSON,

By appointment OFFICIAL SOLICITOR to THE ASSOCIATED BILLPOSTERS, is prepared to undertake the placing of posters in any city, town or village in North America.
CONSULTATION FREE.
Address,
W. H. DONALDSON,
127 East Eighth St., Cincinnati, O.

Let's Talk It Over.

There is no hurry. If it is a good thing it will be just as good six months or a year from now. In the meantime, let us think it over, examine into it and discuss it thoroughly. I think that

The United States Billposting Co.

Will eventually prevail. I think it is one of the grandest things that was ever conceived to benefit billposters. I think that if the billposters of the country will all get together in one firm or company that that company would be a stronger and more powerful company than the Sugar Trust and a better payer than Standard Oil.

I believe every billposter will treble the earning capacity of his plant if he will put it in the Trust. I will be glad to answer all inquiries and arguments.

Address,

Los Angeles, Cal. H. G. WILSHIRE

Fair Department

TAXES

ON FAIR ASSOCIATIONS.

A Year's License Compulsory for a Four Days' Show.

Ruling Made by the Commissioner of Internal Revenue—Washington Notes.

The following ruling of the Commissioner of Internal Revenue, with respect to special show taxes, in reply to a letter of inquiry from Collector Franks, of Owensboro, will be found of interest to all county fair associations:

This rule was issued Aug. 11 and compels fairs that only give two, three, four or five day shows to pay a yearly license, or nearly so. Fairs held in the month of September will be mulcted in the sum of $83.33; that is, ten months, until July 1, 1899. October fairs catch it for $75.

This shows the necessity of a national organization of fairs. If fairs were organized, provision would have been made to tax them fairly.

We give the ruling in full:

"In reply to your letter of the 26th, you are hereby advised that county fairs, under whose management and control tests of speed of horses are exhibited, but (as you state) no 'feats of horsemanship and no acrobatic performances,' are not required to pay special tax for circuses, under Paragraph 7 of Section 2 of the act of June 13, 1898; but, as it appears, they should pay special tax under Paragraph 8 of that section.

"In every case where a county fair has under its complete control and management various shows in which acrobatic performances, together with theatrical performances, are exhibited, a special tax of $100 for the year beginning July 1, or at that rate, reckoned from the first day of the month in which the liability began to the first day of July following, is sufficient, in the opinion of this office, to cover all these shows within the inclosure of the fair grounds.

"Where, however, the fair association has no such control or management of these exhibitions, and does not hold the special tax stamp under Paragraph 7 of the act, each of the separate exhibitions must be required to pay a separate special tax, either under Paragraph 8 of the section, (where the exhibition does not include feats of horsemanship or acrobatic sports), or under Paragraph 7 of that section, where the exhibition is such as to clearly come under the head of a circus.

"A mere theatrical performance, not connected with any exhibition of feats of horsemanship or acrobatic sports, it is held, does not come within the meaning of the seventh paragraph, and, therefore, the $100 special tax is not required to be paid for such theatrical performance.

"N. B. SCOTT, Commissioner."

Elsewhere in this issue will be found an advertisement calling upon each and every fair association in the United States and Canada to send a delegate to the annual convention of the American Association of Fairs and Expositions, at Omaha, Neb., Oct. 26 next. The association, which is now composed of State fairs only, is to be enlarged in scope.

All fairs are to be admitted. It is proposed to make the organization open at first, and franchises may be had for a nominal sum.

Ultimately, however, it is bound to merge into a close corporation, and franchises will become as valuable as those of the Associated Press.

It behooves all fair associations to send a delegate. The convention means the dawn of a new era for the exposition and fair.

A Vigorous Campaign.

The Omaha Bee thus tells how Montgomery Ward & Co., of Chicago, have helped the Omaha Exposition:

They have advertised it in 300,000 large catalogues issued last March. It will be advertised in 300,000 more issued the first of September. They have advertised it in nearly 200,000 small catalogues, in 310,000 almanacs, in over 1,000,000 circulars, and are reaching daily fully 10,000 people by special circulars, requesting the people everywhere to visit the exposition. Their advertising cars, "Success" and "Progress," together with one of their electric horseless carriages, are being sent through the State of Iowa, and at every town they reach along the line of the road they are distributing advertising matter, advocating that everybody visit the exposition and take their wives and children with them. When their advertising cars reach a town the fact of their coming has been advertised days ahead, and invariably there are from 500 to 2,500 people in town to see the cars and enjoy the free entertainment Montgomery Ward & Co. gives. At such time their manager, who has charge of the cars, addresses the people, states the object of the trip, tells what it is so the consumer can become better acquainted with the methods of doing business of Montgomery Ward & Co.

The Illinois State Fair.

The fall meeting of the Illinois State Fair will be held at Springfield, Sept. 26 to Oct. 1, 1898. This association was organized in 1853, and during the forty-five years of its existence has enjoyed a most successful career and gained the reputation of being one of the very greatest State fairs in America. The new grounds are situated a little more than two miles from Springfield, on a beautiful tract of 156 acres, which are improved with all the modern conveniences, and one of the fastest and best trotting tracks in the world—on which Star Pointer placed the world's race record at 2:00½. The grounds are connected with the city by two lines of steam railways, electric street car lines and a magnificent brick-paved boulevard, rendering them of easy access for both visitors and shippers of all kinds of exhibits. The new buildings are all of the most modern style, constructed of steel, stone, brick, glass and concrete, and finished with Southern pine. The stables are models of beauty and perfection, in fact, everything is just as it should be, and the accommodations have always been the subject of favorable comment from all horsemen that have visited the great Springfield fair.

The association will give $40,000 in premiums, with an additional $10,000 as purses for harness and running races, of which there will be three to harness and two running races each day. The purses for the harness races will be worth $400, $500, $600 and $700, while those for the runners will be $200 each. The program, containing a complete list of the classes and purses therefor is printed in the announcement, to which we call the careful attention of all horsemen, and a glance at the list should be sufficient to impress all of the importance of making entries at Springfield. The conditions, which are very liberal, are also printed in the same connection, and it is not necessary, therefore, to enumerate them here. The entries to all harness races will close on Tuesday, Sept. 13, at 11 p. m., and records made that day will not be a bar. For the runners, the entries will close at 4 o'clock p. m. the day before the race. There will be a separate track for runners. All entries should be addressed to W. C. Garrard, Springfield, Ill.

To Make the Fair a Success.

The following suggestions were recently offered the fair managers in an article under the above title by the American Agriculturist. It says:

Some hints that will help exhibitors, managers and all who attend the coming fairs this fall, are presented below. They are based on much experience, wide observation and close familiarity with the conduct of agricultural fairs in all parts of the country.

Testing farm machines on the fair ground gives an idea of how they will work in the field. Have plots ready for testing plows, harrows, road graders, etc. These tests always attract a crowd, as well as the best class of exhibitors.

Disinfect stock pens and stalls before animals are placed in them. Neglect of this has often resulted in a great loss from contagious diseases.

Give the show animal the best possible care so far as the appearance is concerned. Do not expect a rough-haired, ungroomed animal to take premiums.

Make the fair grounds attractive. Plant shade trees so that visitors can rest in comfort. Small lakes and flower beds are very desirable. Provide plenty of drinking water.

Silence the "barker." If peddlers or shows are allowed upon the grounds, make them keep quiet. They are a nuisance under any circumstances.

Have well-defined ideas of what a good fair should be. Then go to work and follow these out in spite of discouragement.

The grounds must be large enough to adequately accommodate all exhibitors. House all exhibitors so far as possible.

Induce the agricultural college to make a showing—not for competition, but as a sample of what the college can do. This ought to be one of the best educational features of the fair.

Special days, such as old soldiers' day, grange day, Christian Endeavor day, etc., are popular in some States.

Advertise the fair liberally. No amount of work will overcome a neglect in this direction.

Every man on the fair board must be willing to work hard at anything to which he is assigned. People who imagine they are appointed merely for ornament or to "do the honors" are worse than useless.

Pay premiums promptly and in full.

Secure reduced transportation rates for exhibitors and excursion rates for passengers.

Give particular attention to the selection of judges.

Plan to make the exhibit comprehensive. Every department must receive evenly balanced attention.

Insist upon an artistic arrangement of exhibits. Carelessness on the part of one or two will detract seriously from the entire fair.

A collection of noxious weeds, properly named and labeled, makes an interesting exhibit.

Have a full exhibit of insect pests at different stages of development.

Tests of draft teams are not always satisfactory to the owners, but they are interesting to visitors.

A small exhibit of standard art work is appreciated.

Classify poultry, rabbits, pigeons and the like, according to breeds and families. A coop of bantams between turkeys is entirely out of place.

See to it that there is some place where a really good meal can be obtained.

Have plenty of good drinking water on the ground, but no intoxicating liquors.

Let the toilet facilities for both men and women be neat and clean.

The successful fair is the one that educates.

Circus Advertising.

Fair managers who have failed to interest exhibitors and have concluded that the foreign exhibitor is not interested in fairs should visit the great Wallace Shows should opportunity afford.

This big circus carries a regular exhibit of agricultural implements. It occupies a prominent portion of the menagerie tent, and attracts quite as much attention as any of the rare animals.

All day long farmers and folks from the country examine the various implements and discuss their merits. The Deering Reaper, Studebaker Wagon, Oliver Chilled Plow, etc., are all in evidence, and they pay enormous prices for space.

Of course a circus gives better exhibiting value than a fair, because it appeals to an entirely new concourse of people every day, showing as it does in a different town daily.

A fair is attended by the same people twice, three times, and even every day.

But the prices obtained by the show people for these privileges are very alluring. In no instance is it less than $1,000 for the season, (150 days), and when the implement or tool requires a demonstrator, or is hauled about town in the daily parade, the price ranges to as high as $1,500.

White's Yucatan Chewing Gum has a handsome sign on the houdah and blanket of one of the elephants in parade, and all the balloons that the riders jump through bear their advertisement. They pay $500 per season therefor.

The Crown Perfumery Co. of London, England, has built a costly parade chariot, equipped with a complete set of bells or chimes, and bearing their advertisement. They pay $1,250 per season for the parade privilege and space in the menagerie tent.

The Wallace Shows play to an average of 4,500 people a performance, or 9,000 daily. Their total admissions in 1897 were 1,413,210. Of this, practically none was duplicated.

Fitting and Showing Dairy Cattle at Fairs.

In showing our herd of cattle at the fairs, our aim is to show them in the same condition as to flesh, that we believe is best for their development at home.

The condition of the skin and hair goes a great ways toward the general appearance of an animal.

It is wise for all cattle to be shown, to be kept from heat, sunshine and flies as much as possible.

When flies begin to bother, the cattle paw dust all over themselves; it sifts into the hair and makes it grow longer and look rough. If kept during the day in a dark stable or if not dark, a blanket, on the animal, the hair and hide will rapidly improve. All horsemen know what effect continuous blanketing will do for a horse, and it will put a cow or heifer in the same fine condition.

Feed plenty of foods that are nitrogenous instead of fattening.

Old bulls, when shown, often have long feet and crooked legs. Plenty of work in a tread will straighten out the legs if you will first pare the toes. About the easiest way to do this is with a small saw. Have it sharp and plenty of set in it.

If the cattle are taken off from grass entirely, at least a week before going from home, they will not get nearly as thin and gaunt when shipped. Aim to be early on the grounds and get the cattle well rested before show days or buyers come around.

Lastly, be sure and stick to the Wisconsin idea, and don't fatten dairy show animals.

Rosendale, Wis. CHAS. L. HILL.
In Hoard's Dairyman.

Disinfecting Pens at Fairs.

As the fair season is opening it is important to observe all the measures that can be taken to prevent the spread of disease among stock. People do not exhibit infested stock purposely, but unknowingly, and at times cause serious loss. At the last session of the State Legislature, a law passed requiring the disinfection of swine pens, the disinfection of exhibit crates and swine before unloading, and a statement that no cholera had been upon the premises within two months prior to exhibiting. The law is defective in some respects, but has a very beneficial effect, and has met with little opposition. Last fall fifty-seven fairs were held in the State at which hogs were exhibited, and all but five disinfected thir pens. In 1896, losses aggregating more than $8,000 were directly traceable to contagion on fair grounds. Last year only two reports were made of contagion, and the loss was small. Indiana breeders exhibiting in adjoining States where such precautions were not taken brought back disease and suffered considerable loss.

The disinfecting of fair grounds should be done a week or more in advance. Remove all litter, allow the sun to do as much as possible, and give everything a coat of whitewash, or apply a solution of chloride of lime, four ounces to the gallon of water. The State law specifies that a ten per cent. solution of carbolic acid should be used. Use the acid as a spray twice a day during the exhibition. A spray pump is the easiest means for applying a disinfectant.

A. W. BITTING, Veterinarian.
Purdue Univ. Ag. Exp., Sta. Lafayette, Ind., Aug. 10, 1898, in The Farmer's Call.

Agricultural Fairs and the Grange.

By Aaron Jones, Master National Grange, South Bend, Ind.

Editor Grange Department, Ohio Farmer.—All good farmers desire to keep in touch with the work of the State Boards of Agriculture and Horticulture, and also the National department of agriculture. Great advantage to the farming population will result by co-operation with the various departments of the nation and States in their efforts in promoting the leading and basic industry of the nation.

The season of the year is approaching for holding county and State fairs. As a rule, the directors and managers of fair associations desire to so manage them as to promote agriculture. I know in some cases just criticism has been made that the speed ring has monopolized more than its share of attention, and that other attractions, some questionable, have been introduced to amuse the people, rather than to educate and improve the general agricultural interests of the country. If there has been any mismanagement in the past, let farmers see to it, now, that county and State fairs are managed for the legitimate ends for which appropriations are made from county and State treasuries.

An increasing interest should be taken in all the fair associations of the country by the actual tillers of the soil, men who know about farming and stock-raising from experience. Patrons of husbandry should take an active interest in all matters that have a tendency to the improvement of the agricultural interests of the nation. Such active interest would soon eliminate all objectionable features from fair associations and make them as originally intended, means of stimulating to greater efforts in agriculture, horticulture, stock growing—in short, all that pertains to improvement of the country and the building up of pleasant, attractive country homes.

A Western Watermelon Feast.

H. S. Collins, Colorado.

Though much excellent fruit is grown in the district about Rocky Ford, especially apples, pears and plums, first-class vegetables and No. 1 farm produce generally, it is the watermelon that takes first place when speaking of the products of the valley. At the 1897 Arkansas Valley Fair, twelve car loads, about 15,000 melons, were stacked in a big pile, 126 feet long, 18 feet wide and 5 feet in height, surrounded by a margin of cantaloupes for gratuitous distribution to the assembled multitude.

This pile was inclosed by a table three feet wide and about three feet high. Inside this inclosure were men arrayed in white duck uniforms, armed with long butcher knives, and at 10 o'clock when the signal was given for the onslaught on the melons to begin, each man seized a victim from the pile and laying it on the table, with one stroke of his weapon disclosed its blushing heart, which was speedily dissected by the hungry throng, who, armed with big spoons, ate their fill. If they preferred, they could carry them away to eat under the trees in the shady grove.

This "watermelon day" is a regular event every fall. It has so advertised the fame of Colorado melons that they are now favorites in most of the cities of the middle and eastern States, being shipped as far east as Boston. It would be well if other communities devoted to some special crop would try this or similar means to get up a reputation for their stuff. It will pay.

The manager of the Electrical Exposition in Philadelphia asked Mr. Edison to send on a phonographic cylinder setting forth some of his latest ideas of electrical interest. Mr. Edison complied in his own way. The message was as follows: "My Dear Marks.—You ask me to send you a phonographic cylinder for your lecture this evening and to say a few words to the audience. I do not think the audience would take any interest in dry scientific subjects, but perhaps they might be interested in a little story that a man sent me on a phonographic cylinder the other day from San Francisco. In the year 1873, a man from Massachusetts came to California with a chronic liver complaint. He searched all over the coast for a mineral spring to cure the disease, and finally he found down in the San Jioquin Valley a spring, the waters of which almost instantly cured him. He thereupon started a sanitarium, and people all over the world came and were quickly cured. Last year this man died, and so powerful had been the action of the waters that they had to take his liver out and kill it with a club. Yours truly, Edison."

"Umbrella Bill" McGuigan is attempting to organize the horsemen racing on the Chicago tracks into a sort of "protective" association, and to that end he has issued a circular letter to owners, breeders, trainers and jockeys, urging them to unite for their protection. He calls attention to the fact that the continued existence of racing, especially in the West, is now seriously threatened, and declares that if those who are most directly interested, namely, the owners, breeders, trainers and jockeys, will but unite to that end they will be able to prevent the threatened destruction of the sport and to obtain legislation in Illinois, Ohio and other States that will inure to its benefit. The horsemen, he says, should be fully organized before the next meeting of the American Turf Congress, so as to ask the co-operation of that body in their efforts, declaring that the horsemen are certainly entitled to a lot of consideration from the Western governing body, inasmuch as about nine-tenths of its big revenue comes from the license fees for trainers and jockeys, and the fines collected against them.

THE TURF.

Harness Racing Finding Increasing Favor Every Year—Demand for Running Horses Falling Off, Especially in the West.

In a talk with "The Billboard's" representative at Lexington the other day, Francis Ware, whose position as Treasurer, manager and auctioneer of the American Horse Exchange is calculated to make him thoroughly conversant with the racing situation, gave it as his opinion that harness racing is, with each recurring year, gaining a greater hold on the American public, as a direct result of which there is a steady increase in the value of trotters and pacers, while on the other hand the demand for running horses is on the decline. Mr. Ware finds a cause for the slump in the thoroughbred market in the condition into which the running game has fallen. Out here it is the prevailing opinion that racing in the East was never in a more prosperous condition in every respect than at the present time, but, according to the manager of the American Horse Exchange, the situation is not so delightfully serene as it has been made to appear. There seems to be more or less friction among the racing fraternity about the metropolis. Mr. Belmont, who is regarded as the head of The Jockey Club, is, according to the gentleman quoted, disposed to be dictatorial to a degree bordering on tyranny, and other members of The Jockey Club are showing an inclination to kick out of the traces. In other words, internal dissensions and discord are at work in the big Eastern turf-governing body, whether for weal or for woe remains to be seen.

The tracks are in the hands of the right kind of people, but the trouble is with the governing body itself—the organization that owes its existence to the desire to elevate the sport and to keep it free from entanglements calculated to arouse the latent hostility of a very large and influential portion of the populace that is known to be opposed to the racing game by reason of its gambling feature.

In the West, though, the welfare of the sport is threatened from a different cause. It is in the ownership of the tracks, in Mr. Ware's estimation, that the greatest danger to the continued existence of the sport out here lies. The gambling element appears to have almost complete control of racing, and this in the end is bound to bring bad results. Whether his fears as to the outcome of the situation are well founded or not, there is no question as to the correctness of the first part of his proposition. The gambling fraternity certainly are in control of Western racing.

A few years ago every prominent track in the West and South was owned and operated by reputable business men of the locality in which it was situated. Latonia, which was then the only track in existence here, was owned largely by the business element of Cincinnati, the "outsiders" among the stockholders being a few prominent breeders of Central Kentucky. A similar condition of affairs existed with reference to the other Western tracks. Now, however, there are only two or three among the dozen tracks of the West that are operated by the business element of the community in which they are located.

Under the old regime at Latonia, the clubhouse and spacious grand stand were thronged nearly every afternoon of a meeting with the very best people of Cincinnati and its suburbs. Inclement weather alone caused an exception to the rule. In the last two or three years, however, the reverse has been true. The better class has been as conspicuous by its absence as in other days it was by its presence. The old chestnut about "hard times" affecting the racing business disastrously, while it may and probably does account for the general falling off in the attendance of the local tracks, cannot, of course, explain the slump in the quality of the attendance. The cause of that must be sought elsewhere. As all the other conditions are exactly the same as they were in the more prosperous days of racing here, the loss of interest in the sport on the part of the better element of society must be attributed to the fact that that element has dropped out of the business itself, to the marked change in the character of the ownership of the tracks and to the overdoing of the sport in consequence thereof. What is true of Cincinnati in this particular is equally true of Chicago. There has been the same falling at the Chicago tracks. The crowds at John Condon's recent Washington Park meeting were not, according to all accounts, of the same social prestige as those that patronized the big Chicago track when the representative and swell Washington Park Club conducted it. While the better class of people in Chicago, Cincinnati and at other points where meetings are held realize that betting is a "necessary evil" as far as racing is concerned, at the same time they are disposed to frown down an enterprise that is entirely in the hands of gamblers, as is evidenced by their remaining away from the race tracks.

Advertising the Fair.

The average fair fails somewhat in the selection of its posters. As a rule, they rely too much on small posters. Most fairs depend entirely on one-sheet, half-sheet and quarter-sheet posters.

A distinct advantage accrues from using larger sizes. Three-sheets, six-sheets, eight-sheets and large stands should be used.

They are stronger, more imposing and effective. True, they cost more, but, like the modern great guns on a battle ship, they do great work.

Bear this in mind the next time you order your paper.

Are Fairs for Fakirs or Farmers?

If we were asked the above question, we would unhesitatingly answer "for both," but the Farmers' Voice sails into the matter in the following breezy style:

ARE FAIRS FOR FAKIRS OR FARMERS?

"The Aurora (Ill.) News has the following account of the prospects of the Kane County Fair, which must be pleasant reading for those who look upon the agricultural fair as an important aid to the science:

" 'The coming Kane County Fair looks like a record breaker even from this distance. Secretary Pratt has been a busy person for several weeks, and reports that entries along the different lines are coming in very lively, and privileges are selling way ahead of last year's fair, and at a rate that shows the confidence the fakirs and refreshment dealers have in what the fair is going to be this year. * * * Balloon ascensions, parachute leaps and many other drawing cards are signed or about to be, and the special attraction features of the fair will certainly be the best ever presented by any fair in this part of the country. The grounds will be lighted by electricity every evening, and the dancing pavilion and "fakirs' row" will be ablaze in a glory of electric lights and gasoline chandeliers.'

"We need not go further to discover the cause of the decadence of the fair. It has become, instead of an uplift to the social and practical side of agriculture, the center of interest to the fakir and cheap showman. Instead of appealing to the high-minded, it caters to the vulgar, too often to the prurient; instead of elevating agriculture, it is made the medium for the farmer's humiliation and loss, confidence men and cheap fakirs holding the seats of honor.

"The time has come for this sort of thing to stop. The farmers of the land should run the agricultural fairs—not a lot of city chaps, leagued with the semi-criminal elements in a conspiracy to bleed the farmer. Let us have an agricultural fair; if the fakirs want to run a show of their own, they must find some other place for it."

We would like to see such a fair as the Farmers' Voice would have. It would be the lonesomest frost on record. A morgue would be cheerful in comparison.

The fact is the fair is neither a school nor a church. It is a festival in which amusement joins hand with instructive observation, and contest rules the hour.

Grafters and swindlers, or sure-thing men, are not to be defended at any time or place, but the fakir is an altogether different person.

The fakir is naught but a street vender—an itinerant peddler. Now, he has red and blue toy balloons, now whistles, now Yankee notions. He is fully as legitimate as the W. C. T. U. who retail lemonade that costs less than one cent for five cents a glass.

Here is another contribution from the Farmers' Voice:

TRICKSTERS AT THE FAIRS.

"To the Editor:—Wherever large numbers of people gather a class of persons is usually found who make a living by deceiving the public. They have schemes and tricks innumerable that appear to be easy and simple, but in reality they are quite difficult and in some cases impossible to successfully perform. They have wheels and machines that are doctored to turn as the proprietor may wish to make them. They have cocoanut-headed negro dodgers to arouse the brutality in men and boys. They have tented shows which are disgusting in coarseness and vulgarity.

"Among the throngs at agricultural fairs these leec[hes] are out of place. They contribute nothing helpful or good. They do not add to the attraction of the fair. They do not bring desirable patrons. They do not swell the gate receipts.

"They are not patronized by the intelligent patrons of the fair. They are not wanted by honest farmers. They are shunned with fear by thoughtful parents. Because of their presence, even the fair is not patronized by many of our best citizens' families.

"The harm accomplished by these self-invited fakirs would doubtless surprise us, were it possible to gather and trace back to their door all the results of their work. They distract the thought, they divert the attention, they destroy the interest in the real work of the fair. The competitive exhibitions, the meritorious displays, the awarding of prizes are all robbed of the undivided interest that belongs to them and which the proprietors have labored day and night to develop.

"The morals of the country suffer seriously, we believe, from actions and words that, without warning, are sprung upon inquisitive audiences in the tent shows.

"We are glad to see that a strong effort is being put forth this season to keep these objectionable features out of the grounds, and the attitude of managers is encouraging.

"Boston, Mass. E. B."

After all is said and done, the fact remains that, unless you have amusements in plenty you will have no attendance, and without attendance your fair wields no influence and fails of its purpose.

Plain and simple displays of stock cattle, swine, poultry, fruits, vegetables and produce will not draw flies, as the saying goes.

You must have amusements. You must have shows, features and good attractions. You must draw crowds, or no one will make exhibits.

You cannot, if you confine yourselves to dry and prosy methods and old and obsolete practices.

Have good attractions and advertise them liberally. Make the fair a festival, and you will make it a success.

Make it a lecture or a sermon, and it will fail, as it ought to fail.

The handsomest premium list of the street fairs that has reached us thus far is that of the Cadillac (Mich.) show.

Owing to heavy financial loss incurred during their spring meeting, the Tri-County A. and D. P. Association, of Johnstown, Pa., will hold no fair this fall.

Some Dont's About Fairs.

Don't willingly offend any exhibitor.

Don't place valuable exhibits in leaky, insecure buildings. If a safe place cannot be provided, refuse to be responsible for them.

Don't fail to start races and other amusement features at the advertised time.

Don't give all the premiums to fast horsemen and compel farmers to be content with merely nominal prizes.

Don't give the women some secluded corner for displaying their fancy work. Provide a light and pleasant place for this exhibit.

Don't give all the prominent corners to venders of cheap jewelry and other worthless material.

Don't fail to have one or more good bands to furnish music.

Don't scatter the stock barns all over the grounds. Have them as close together as practicable, so that visitors can easily view the animals.

Don't delay work on the walks and drives until a few days before the fair opens, then compel visitors to travel over unsettled paths.

Don't encourage club exhibits unduly, but strive to have large individual showings.

Don't neglect the apiary department.

Don't allow dogs inside the grounds.

Don't allow beggars or "organ men" to pass through the gates.

Don't be completely discouraged if the weather is rainy.

Don't cut premiums because of a poor attendance if you ever expect to hold another fair.

Don't omit the good old-fashioned parade of premium stock, particularly where the stock barns are not easily accessible.

Don't fail to have pure drinking water in adequate supply.

Don't try to have too many amusement features. Get a few first-class attractions, and insist that these be the best obtainable.

Don't make exhibitors of live stock wait for their stalls, but have them all ready by the opening day, or before if possible.

Don't neglect the women's department, but have a representative showing of good quality.

Don't allow side shows with their bands to parade the ground, distracting the attention of visitors from legitimate exhibits.

Don't have very large fair boards, and appoint only competent, honest, active men.

Don't tolerate pool selling, gambling or betting of any kind.

Don't forget to offer premiums for the largest yields of farm crops and for the largest yields raised by boys of any fixed age, say under 16 or 18 years.—New England Homestead.

Many of the leading bill posters of the country are deeply interested in Wilshire's scheme. He has received assents from Chicago, Albany, St. Louis, Minneapolis, St. Paul, Jersey City, Lexington, Louisville, Richmond, etc., etc.

The American Advertising & Bill Posting Co., of Chicago, writes: "Think you are going about the thing in the right way. Inclosed please find assent signed. Let us hear from you fully."

L. H. Ramsey writes: "I have for several years thought a consolidation of the large cities upon an equitable basis would be a good thing."

Falls City Bill Posting Co.: "We would be willing to entertain favorably your proposition."

M. Breslauer says: "I have signed on condition of half stock and half cash, and I to manage."

J. Ballard Carroll: "You can count on Albany, Rensselaer, Watervleit, Troy, Cohoes."

J. F. O'Mealia: "Your prospectus to hand; plan seems feasible, and undoubtdely would be a big thing if accomplished. You have a good idea of the matter, and if it could be worked out would certainly be a success."

Fakirs and gamblers who want to work the Somerset County (N. J.) Fair should address the superintendent of the grounds, George D. Totten, Somerville, N. J.

Fair Notes.

The Mexico (Mo.) Fair Association has changed its name to the Audrain County Mechanical and Agricultural Society of Missouri. It is incorporated with a capital of $17,000.

The demand for "The Billboard" during July was very large, and necessitated our printing an extra edition of 1,500 copies, which was entirely exhausted before the August issue came out. During August the demand increased, and we were compelled to print 2,500 more copies, making our circulation for last month 12,500 copies.

Every fair association in the United States, no matter how humble, should send its Secretary as a delegate to the convention of The American Association of Fairs & Expositions at Omaha, Neb., Oct. 26 next.

Items of interest for this department are solicited from Secretaries and managers of fairs.

Street-men and fakirs will do well to write Q. Nervione, 66 N. Franklin st., Chicago, for rubber toy balloons, whips, whistling balloons and novelties.

Cane-rack men can save forty per cent. by buying their canes and toy whips from J. Eisenstein, 44 Ann st., New York City.

Side-show and museum managers are notified that Wm. Nelson, 13 Van Norden st., North Cambridge, Mass., deals in all kinds of curiosities for exhibition purposes.

The celebrated Irwin Family of acrobats will accept engagements at fairs. Their address is 53 Campbell st., Rahway, N. J.

Prof. Stevens, aeronaut, North Adams, Mich., furnishes balloon features of all kinds to fair managers.

J. F. Hatch is booking Hatch's Big Midway Show at the fairs through Ohio, Indiana and Michigan.

C. F. Ansell, 140 and 142 Monroe st., Chicago, Ill., makes a specialty of tickets and badges for fairs and races.

W. F. Miller & Co., 23 Duane st., New York, handle all manner of canes for canemen and numerous fast-selling novelties for fakirs and street-men.

F. Paturel & Co., an Italian firm, at 16 Warren st., New York, will send a catalogue, in English, of their balloons to fair followers, street-men and fakirs.

Mons. Langslow, the celebrated high-wire sharp-shooter, has a few dates open for fairs. His address is 334 E. Thirteenth st., New York.

Ellen Vetter, of "mysterious globe" fame, has two weeks unfilled. This is a splendid attraction for a fair. Her address is 334 E. Thirteenth st., New York.

Ben Cirkle, of 3224 South Park Av., Chicago, is meeting with great success decorating booths at street fairs. He also manufactures bunting, flags, and deals in souvenir badges.

Howell, Mich., is to have a street fair, Sept. 27-30. The Secretary, Mr. Fred. T. Hubbell, predicts that it will be a "Howelling success."

The Donaldson Litho Co., of Cincinnati, advertise in this issue that they can ship fair orders the day they are received. Their fair posters are very fine.

If your organization is not a subscriber for "The Billboard," it ought to be. One year—one dollar.

The moment the fair is over, perfect your organization for 1899.

F. Gilbert has the following exclusive privileges at the Chester (Pa.) Fair, Sept. 13-17, viz.: Gypsy Fortune Camp, War Show, Button Photo Gallery, Cane Rack, Knife Rack, Fall Game and wheel, spindle, etc., etc. He will sub-let privileges. Address until Sept. 5, F. Gilbert, 9 Johnston Hotel, Coney Island, N. Y.

Montford Show, Toronto, Ont., has twenty-one side-show paintings for sale, cheap.

Pamahasika, 964 N. Seventh st., Philadelphia, has a curio hall, side-show tent and five paintings for sale, cheap.

C. E. Badger's Fair Grounds Shows want to hear from Bell and La Centra, Jim Chevee and other good fair ground people. He can also place lady singers, dancers and club swingers and a good glass-blower. Address him at New Milford, Pa.

Premium lists should be projected in December to catch the manufacturers of agricultural implements. Do not put it off until May, June or July. Get out your dummies, fix your rates, and then advertise them in "The Billboard" and mail a rate card to every firm in the country.

The premium list is the best advertising medium that a firm making farm machinery can find, and they will pay better rates for space than local merchants. Give them a chance to advertise with you. Remember that their appropriations are made and their contracts placed in January and February.

Strope, Coulter & Good's Fair Ground Show wants a strong B.-flat cornet, baritone and alto to double juggling, slack-wire, contortion or magic. Address, Box 327, Farmington, Iowa.

The Massillon Street Fair, (Sept. 21-23), wants all kinds of attractions and Midway features. Address Jacob Wise, Mayor of Massillon, O.

Coldwater (Mich.) Street Fair (Sept. 6-9) wants shows, games, (all kinds), attractions, etc. Letters to H. D. Robinson, Coldwater, Mich.

Mattoon (Ill.) Street Fair (Oct. 5-8) wants out-door attractions and special features. Address Arthur Sommer.

Hillsboro (Ill.) Street Fair wants out-door attractions. Letters to Duncan C. Best.

Frank Van Camp, advertising manager of The Van Camp Packing Co., says: "We do not exhibit at food shows any more. When the first ones came out, they were good. Now they are nothing but fakes. The way we do now is to arrange with merchants to put in our little stands in their stores; and there, with a neat and tasty display, we have our demonstrator show the public our goods, and serve them samples free of cost."

Janesville, Wis.

The following clipping from the Janesville Courier is interesting:

DREAMS FOR BILL POSTERS.

Manager Myers Is Erecting a Large Number of Bill Boards.

"Ten thousand feet of new bill board space is now being erected in this city by Peter L. Myers, manager of the Myers Grand Opera House. The job is the largest one of its kind ever attempted in this city at any one time. Manager Myers has of late leased some of the most valuable bill board space in the city, and is now making good use of it in the erection of a fine set of boards. Some of the stands will be twenty feet high, and will be able to accommodate show paper of the largest size."

Mr. Myers, in a personal letter to "The Billboard," says that before October 1 he will have the best boards in every town in Rock County. His plans contemplate the erection of over 50,000 feet in the county, embracing Janesville, Beloit, Edgerton, Clinton, Evansville, milton and Milton Junction.

Mr. Myers says he is enabled to guarantee all advertisers a first-class protected showing on well-built boards, splendidly located.

LIST OF 1898 FAIRS.

This list is revised and corrected monthly. Secretaries are urgently requested to send in their dates at the earliest possible moment after they are claimed, and to notify us promptly as to any change. Rosters and dates are published absolutely Free of Charge.

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ALABAMA.

ANNISTON—Oxford Lake Northeast Alabama Fair Association. Oct. 18 to 22. W. F. Higgins, pres.; Dr. T. W. Ayers, secy.; Geo. W. Eichelberger, treas.

ARKANSAS.

PINE BLUFF—Arkansas State Fair. Oct. 18 to 28.

BRADFORD—White County Fair Association. R. D Jones, pres.; A. N. Hodges, treas.; W. A. Hodges, secy.

CALIFORNIA.

LOS ANGELES—District Agricultural Association No. 6. Oct. 6 to 22. John C. Lyncn, San Francisco, pres.; Henry T. Fleishman, treas.; Lewis Thorne, secy., 226 S. Spring st.

MARYSVILLE — Agricultural Association, District No. 13.

NAPA—Napa Agricultural Society. E. H. Winship, pres.; John T. Zolemer, treas.; Edw. S. Bell, secy.

SACRAMENTO—California State Agricultural Society. Sept. 5 to 19. Ed. F. Smith, secy.

SAN JOSE—Santa Clara Valley Agricultural Society.

STOCKTON—San Joaquin Valley Agricultural Association. No fair in 1898. F. D. Cobb, pres.; C. E. Doan, secy.

WOODLAND—Agricultural Association, District No. 40. E. M. Barney, secy.

COLORADO.

CANON CITY—Fremont County Fruit Day. Sept. 20 and 21. F. M. Harding, pres.; N. F. Handy, secy.

DELTA—Delta County Fair Association. C. E. Mewer, pres.; J. W. Sanders, treas.; H. H. Smith, secy.

GLENWOOD SPRINGS—Farmers' Club of Pitkin, Eagle and Garfield Counties. Sept. 28 to 30. W. L. Grubb, Carbondale, pres.; Ed. Stauffacher, Catherine, treas.; G. H. Bell, secy.

LOVELAND—Loveland Free Street Fair Association. Sept. 27, 28. O. D. Shields, pres. and secy.

MONTE VISTA—Monte Vista Driving Club and Agricultural Association. Not decided. N. H. Chapman, pres.; R. B. Wallace, secy.; John MacArthur, treas.

MONTROSE—Western Slope Fair. Sept. 22 to 24. F. D. Catlin, pres.; J. L. Atkinson, treas.; W. O. Redding, secy.

PUEBLO—State Horticultural Fair. Sept. 28 to 30.

ROCKY FORD—Arkansas Valley Fair Association. Aug. 31 to Sept. 2. R. C. Maltby, pres.; W. T. Wallace, secy.

TRINIDAD—The Las Animas County Fair Association. Sept. 21 to 23. Murdo Mackinzie, pres.; W. J. Caldwell, treas.; Jas. McKeough, jr., secy.

CONNECTICUT

BERLIN—Berlin Agricultural Society. Sept. 21. Wm. H. Webster, secy.

BRANFORD—Agricultural and Horticultural Society of Branford. September 21. Edwin Doolittle, pres.; Wm. R. Foote, treas.; John P. Callahan, secy.

BROOKLYN—Windham County Agricultural Society. Sept. 13 to 15. Chas. W. Grosvenor, Pomfret Centre, pres.; T. B. Sibley. Danielson, treas.; Jos. B. Stetson, secy.

CHESTER—Chester County Fair. Sept. 28.

COLLINSVILLE—Farmington Valley Agricultural Association. September 7 and 8. Oliver F. Perry, pres.; B. F. Case, treas.; E. A. Hough, secy.

DANBURY—Danbury Agricultural Society. Oct. 3 to 7. G. W. Rundle, secy.

ENFIELD—Union Agricultural Society. Sept. 28-29. Olin S. Olmsted, pres.; Milo Hamilton, Ellington, treas.; C. A. Thompson, Ellington, secy.

EUREKA—Eureka Mechanical and Agricultural Fair Association, Sept. 12 to 17. Alexander Connick, pres.; L. L. Ayers, secy.

GRANBY—Granby Agricultural Society.

GUILFORD—Guilford Agricultural Society. Sept. 28. Lewis Wilcox, pres.; A. H. Phelps, secy.

HARWINTON—Harwinton Agricultural Society. Oct. 4. Thos. Q. Hogan, pres.; Patrick Hogan, jr., treas.; A. W. Buell, secy.

HUNTINGTON—Union Agricultural Association. Sept. 21 and 22. W. E. Plumb, pres.; D. S. Clark, Long Hill, Conn., treas.; S. T. Palmer, Shelton, Conn., secy.

MERIDEN—Meriden Agricultural Society.

NEW MILFORD—New Milford Agricultural Association. Sept. 6 to 8. J. H. Cochrane, Box 636, secy.

NEWTOWN—Newtown Agricultural Fair Co. Sept. 27 to 29. T. E. Platt, pres.; H. G. Curtis, Sandy Hook, treas.; P. H. McCarty, secy.

NORWICH—New London County Agricultural Society. Sept. 5 to 7. James A. Bill, pres.; Chas. W. Hill, treas.; Theo. W. Yerrington, secy.

ROCKVILLE—Tolland County Agricultural Society. Sept. 20 to 22. Ed. F. Badminton, secy.

SIMSBURY—Simsbury Agricultural Society.

SOUTHINGTON—Southington Agricultural Co. & Union Grange. Sept. 28 and 29. Geo. L. Messenger, pres.; M. M. Frisbie, secy.-treas.

STAFFORD SPRINGS—Stafford Spring Agricultural Society. Oct. 5 to 7. C. E. Dennis, pres.; H. S. Abell, treas.; Chas. F. Beckwith, secy.

SUFFIELD—Suffield Agricultural Society. September 21 and 22. Waldo S. Knox, pres.; J. O. Haskins, treas.; A. N. Graves, secy.

WALLINGFORD — Wallingford Agricultural Society.

WILLIMANTIC—Willimantic Fair Association. Sept. 27 to 29. Wm. P. Stevens, pres.; Frank Larrabee, treas.; F. A. Sanderson, secy.

WLCOTT—Wolcott County Fair. Oct. 12.

WINSTED—Winsted Agricultural Corporat'n.

WOODSTOCK—Woodstock Agricultural Society. Sept. 19 to 21. H. W. Hibbard, secy.

DELAWARE.

DOVER—Agricultural Society of State of Delaware. Sept. 13 to 16. Geo. A. Millington, pres.; Lewis Schabinger, treas.; A. N. Brown, secy.

FLORIDA.

LAKE CITY—Florida Tobacco Fair Association. October. F. B. Moodie, pres.; Thos. S. Chalker, treas.; S. Botler, Thompson, secy.

ST. PETERSBURG—West Coast Fair Association. E. H. Tomlinson, pres.; A. McLeod, treas.; H. L. Whitney, secy.

GEORGIA.

ANGUSTA—Nov. 28.

HAWKINSVILLE—Nov. 15.

LAWRENCEVILLE—Gwinnett Fair Association. Nov. 1 to 4. W. E. Simmons, pres.; W. G. McNelley, secy.

MACON—Carnival Association. Oct. 11 to 14. E. A. Waxelbaum, pres.; M. H. Taylo, treas.; M. P. Callaway, secy.

MARIETTA—Cobb County Fair Association. Oct. 11 to 14. W. L. Richardson, pres.; John L. Manning, secy.

ROME—Oct. 18.

THOMASVILLE—South Georgia Agricultural and Mechanical Fair Association. Oct. 25. Judge H. W. Hopkins, pres.

VALDOSTA—Nov. 8.

WAYCROSS — Waycross Fair Association. No. 1 to 5. L. Johnson, pres.; Warren Lott, treas.; W. W. Sharpe, secy.

IDAHO.

BOISE—The Idaho Inter-Mountain Fair Association. Oct. 3 to 8. E. W. Johnson, pres.; J. H. Anderson, treas.; W. S. Walker, secy.

SALUBRIA—Washington County Fair Association. Oct. 13 to 15. I. R. Smith, pres.; R. E. Wilson, treas. and secy.

ILLINOIS.

ALEDO—Mercer County Agricultural Society. Sept. 20 to 23. John Brady, pres.; J. F. Henderson, treas.; Edward Dool, secy.

ANNA—Southern Illinois Fair Association. Aug. 30 to Sept. 2. M. V. Eaves, secy.

ATLANTA—Atlanta Union Fair. Sept. 6 to 9. E. Stubblefield, McLean, pres.; J. P. Hieronymus, treas.: W. B. Stroud, secy.

BATAVIA—Kane County Fair Association. Aug. 30 to Sept. 2. Wm. T. Pratt, pres.; J. F. McNair, treas.; E. C. Pratt, Aurora, Ill., secy.

BELVIDERE — Boone County Agricultural Society. Sept. 6 to 9. John Hannah, pres.; E. E P. Truesdell, secy.

BENTON—Franklin County Fair. Sept. 19 to 24.

BUSHNELL — Bushnell Fair Association. Aug. 30 to Sept. 2. John R. Camp, pres.; James Cole, treas.; Louis Kaiser, secy.

CAMARGO — Douglas County Agricultural Association. Sept. 6 to 9. Wm. Iles, pres.; G. C. Jeffers, treas.; A. Hayward, secy.

CAMBRIDGE—Henry County Agricultural Board. Sept. 19 to 23. T. Boltenstern, secy.

CAMP POINT—Adams County Agricultural Society. Sept. 12 to 16. Geo. Y. Downing, secy.

CARMI—White County Agricultural Board. Sept. 6 to 10. Elvis Stinnett, pres.; R. L. Organ, secy.

CARROLLTON—Greene County Fair Association. Oct. 11 to 14. C. W. Holnback, Rockbridge, pres.; B. C. Hodges, treas.; S. E. Simpson, secy.

CARTHAGE—Hancock County Agricultural Board. Sept. 5 to 9. J. W. Graham, Bowen, pres.; J. C. Ferris, treas.; John F. Scott, secy.

CATLIN—Vermilion County Agricultural and Mechan. Association. Aug. 30 to Sept. 2. Thos. A. Taylor, pres.; Frederick Jones, treas.; S. A. McGregor, secy.

CHAMPAIGN—Champaign County Agricultural Board. Aug. 30 to Sept. 2. H. H. Harris, pres.; J. Mawley Clark, treas.; John M. Beers, secy.

CHARLESTON—Coles County Board of Agricultural. Sept. 13 to 17. R. Alexander, pres.; W. V. Miles, treas.; John W. Glassco, secy.

CLEAR CREEK—Putnam County Fair. Sept. 21 to 23.

CLEAR CREEK—Magnolia Grange Agricultural Fair. Sept. 21 to 23. Walter G. Griffith, pres.; Frank E. Smith, treas.; Jas. A. McNabb, secy.

DANVERS—McLean County Fair. Sept. 20 to 23.

DANVILLE—Merchants' Fair Association. Sept. 6 to 9. C. A. Fera, pres.; E. X. Leseure, treas.; G. M. McDowell, secy.

EDWARDSVILLE—Madison County Farmers' Institute and Street Fair. Oct. 12 to 15. John Stolz, pres.; H. C. Gerke, jr., secy

EL PASO—El Paso District Agricultural Board. Sept. 12 to 16. Edwin Childs, pres.; A. H. Waite, treas.; Geo. R. Curtis, secy.

FAIRBURG—Livingston County Fair. Sept. 5 to 10.

FAIRBURY—Fairbury Union Agricultural Board. Sept. 5 to 9. Dr. S. M. Barnes, pres.; L. B. Dominy, treas.; O. S. Westervelt, secy.

FREEPORT—Northern Illinois Agricultural Association. Sept. 6 to 9. H. P. Aspinwall, pres.; J. B. Taylor, treas.; Jas. R. Cowley, secy.

GALENA—Galena Fair Association. Oct. 27 to 30. W. T. Hodson, pres.; W. Barner, treas.; Frank Bostwick, secy.

GOLCONDA—Pope County Agricultural Association. Oct. 6 to 8. John R. Smith, pres.; Edward B. Clark, treas.; Barney Phelps, secy.

GRAYVILLE—Aug. 30 to Sept. 3. C. H. Oxman, secy.

GRIGGSVILLE—Illinois Valley Fair Association. C. W. Simmons, pres.; J. W. Strad, treas.; J. F. Hatch, secy.

HIGHLAND — Highland Madison County Fair. Sept. 1 to 4. Selmar Pabst, pres.; Fred. Siegrist, treas.; Timothy Gruaz, secy.

HILLSBORO—Free Street Fair. Sept. 22 to 24.

JONESBORO—Union County Fair. Sept. 13 to 16. J. D. Wilson, pres.; Thos. Rixleben, treas.; Jas. A. Peak, secy.

JOSLIN—Rockland County Agricultural Association. Sept. 13 to 15. Hon. Wm. Payne, pres.; J. Schafer, jr., Port Byron, treas., L. J. Whiteside, secy.

KANKAKEE—Kankakee County Fair. Sept. 12 to 16.

KNOXVILLE—Knox County Fair. S pt. 10 to 14.

KEWANEE—Kewanee District Agricultural Board. Sept. 12 to 16. John Moore, secy.

LE ROY—Le Roy Fair and Agricultural Association. Sept. 5 to 9. J. W. Birney, secy.

LIBERTYVILLE—Lake County Agricultural Society. Sept. 13 to 16. Byron Colly, pres.; E. W. Parkhurst, treas.; Jas. M. Woodman, secy.

MARION—Williamson County Fair. Sept. 20 to 23. W. H. Bundy, secy.

MARTINSVILLE—Clark County Agricultural Association. Sept. 27 to Oct. 1. Justin Sweet, pres.; Harvey Hurst, treas.; G. H. Miller, secy.

MATTOON—Mattoon Free Street Fair. Oct. 5 to 8. Frank Kern, pres.; S. M. Owings, treas.; John McNutt, secy.

McLEANSBORO—Hamilton County Fair. Sept. 13 to 16.

MONMOUTH — Warren County Agricultural Society. Sept. 13 to 16. Wm. Hanna, pres.; Wm. B. Young, treas.; Geo. C. Rankin, secy.

MORRISON—Whiteside County Central Agricultural Society. Sept. 6 to 9. E. A. Smith, pres.; J. J. Hurlburt, treas.; A. R. Lewis, secy

MT. CARROLL—Carroll County Agricultural Board American Trotting Association. Aug. 30 to Sept. 2. Geo. F. Bucher, pres.; H. N. Griffith, treas.; G. C. Kenyon, secy.

MT. VERNON—Jefferson County Agricultural Board and Fair Association. Sept. 13 to 16. Geo. W. Evans, pres.; S. H. Watson, treas.; Fred. P. Watson, secy.

MURPHRYSBORO—Jackson County Fair. Oct. 11 to 14. P. H. Eisenmayer, pres.; Willard Wall, treas.; J. J. Penny, secy.

NEWTON—Jasper County Fair. Sept. 19 to 24.

OREGON—Ogle County Agricultural Board. Sept. 6 to 9. Chas. W. Sammis, pres.; John Sheaff, treas.; Benj. Chaney, secy.

PARIS—Edgar County Agricultural Society. Sept. 5 to 9. S. B. McCord, pres.; Geo. H. McCord, secy.

PETERSBURG—Manard Ccunty Fair. Aug. 30 to Sept. 2.

PINCKNEYVILLE—Perry County Fair. Oct. 4 to 7. Matthew Rule, pres.; T. L. Wallace, treas.; R. J. Rushing, secy.

PRINCETON — Bureau County Agricultural Board. Sept. 6 to 9. H. E. Waddell, pres.; C. A. Palmer, treas.; O. Wilkinson, secy.

ROCHELLE — Agricultural and Mechanical Association of Rochelle. Sept. 20 to 23. C. E. Gardner, pres.; A. B. Sheadle, treas.; Francis E. Dresser, secy.

ROCKFORD—Winnebago County Agricultural Society. Aug. 29 to Sept. 2. D. W. Barningham, pres.; C. O. Upman, treas.; J. B. Whitehead, secy.

SALEM—Marion County Agricultural Board. Oct. 11 to 14. John W. Larimer, pres.; T. S. Marshall, treas.; H. T. Sweney, secy.

SANDWICH — Sandwich Fair Association. Sept. 13 to 16. W. G. Beveridge, pres.; F. S. Mosher, treas.; E. Randall, secy.

SHAWNEETOWN—Gallatin County Agricultural Board. Aug. 30 to Sept. 3. Martin Doherty, pres.; Marsh Wiseheart, secy.

SHAWNEETOWN—Fair. Martin Doherty, pres.; John McKelligott, treas.; Marsh Wiseheart, secy.

SHELBYVILLE—Shelby County Agricultural Board. Sept. 6 to 13. Philip Parker, pres.; Chas. E. Kellar, treas.; Geo. A. Roberts, secy.

SPRINGFIELD—State Fair. Sept. 26 to Oct. 1. J. Irving Pearce, Chicago, pres.; B. H. Brainerd, treas.; W. C. Garrard, secy.

SULLIVAN—Moultrie County Fair. Aug. 29 to Sept. 3.

WARREN—Union Agricultural Society. Sept. 20 to 23. J. L. Graham, pres.; C. F. Taylor, treas ; S. A. Clark, secy.

WATSEKA — Iroquois County Agricultural Board. Sept. 6 to 9. J. C. Bruner, Buckley, pres.; Will A. Coney, treas.; L. F. Watson, secy.

WATSON—Effingham County Fair. Sept. 13 to 16. Wm. Voelker, pres.; W. T. Jaycok, treas.; L. P. Mautz, secy.

WYOMING—Central Agricultural Society of Stark County. Aug. 30 to Sept. 2. J. W. Smith, pres.; J. A. Klock, treas.; J. M. Thomas, jr., secy.

YORKVILLE — Kendall County Fair Association. Sept. 7 to 10. H. P. Barnes, pres.; J. Armbruster, treas.; R. N. Newton, secy.

INDIANA.

ANGOLA—Stuben County Agricultural Association. Oct. 4 to 7. Horace H. Van Auken, pres.; Orville Goodale, secy.

BEDFORD—Bedford Fair and Trotting Association. Sept. 19 to 24. T. O. Daggy, pres.; Jas. McClelland, treas.; Geo. W. McDaniel, secy.

BLOOMINGTON — Big Bloomington Fair. Sept. 26 to Oct. 1.

BOONVILLE — Boonville Fair Association. Sept. 26 to Oct. 1. Clamor Pelzer, pres.; A. L. Beeler, treas.; S. W. Taylor, secy.

BOSWELL—Benton-Warren Agricultural Society. Sept. 5 to 9. Henry Robertson, pres.; H. W. Dimmick, treas.; W. K. McKnight, secy.

BOURBON—Bourbon Fair Association. Oct. 4 to 7. Geo. D. Ettinger, pres.; L. Johnson, treas.; J. W. Eidson, secy.

BREMEN—Fair. Sept. 27 to 29. John Huff, pres.; Henry H. Miller, secy.

CAYUGA—Ver. County Fair Association. Aug. 30 to Sept. 2. Jas. Malone, pres.; G. L. Watson, treas.; J. S. Grondyke, secy.

CLAY CITY—Clay County Fair Association. Sept. 27 to 30. Jacob Luther, of Connely, pres.; F. C. Watts, treas.; Geo. E. Oberholtzer, secy.

CHRISNEY—Spencer County Fair. Aug. 29 to Sept. 3.

CORYDON—Harrison County Fair. Aug. 29 to Sept. 3.

CORYDON—Jas. W. McKinster, pres.; Harrison Pitman, treas.; Henry Wright, secy.

COVINGTON—Sept. 14 to 16. W. T. Ward.

CRAWFORDSVILLE—Montgomery County Union Agricultural Society. Sept. 5 to 7. Arch Martin, pres.; W. F. Hulet, secy.

CROWN POINT—Lake County Agricultural Society. Sept. 6 to 9. Chas. H. Friedrich, pres.; Frank E. Cooper, treas.; Allison A. Bibler, secy.

DELPHI—Street Fair. Sept. 26 to Oct. 1. Sems Hall, secy.

EAST ENTERPRISE—Switzerland and Ohio Counties Agricultural Societies.

EVANSVILLE—Tri-State Fair. Sept. 19 to 23. R. L. Akin, secy.

FLORA—Carroll County Fair Association. Sept 19 to 23. John F. Gillam, pres.; R. D. Voorheis treas.; J. J. Moss, secy.

FRANKLIN — Johnson County Agricultural Horticultural and Park Association. Aug. 30 to Sept. 3. S. W. Dungan, pres.; Samuel Harris, treas.; W. S. Young, secy.

HUNTINBURGH — Dubois County Agricultural Association. Sept. 12 to 17. E. W. Pickhardt, pres.; Louis Katterhenny, treas.; Daniel Rentepohler, secy.

INDIANAPOLIS—State Fair. Sept. 12 to 17. Chas. Downing, Greenfield, Ind., pres.; E. T. Robinson, treas.; C. F. Kennedy, secy.

KENTLAND — Kentland Fair Association. Aug. 30 to Sept. 2. Patrick Keefe, pres.; Wm. Perry, treas.; H. A. Strohm, secy.

KNOX—Stark County Fair. Aug. 31 to Sept. 3.

LAFAYETTE—Aug. 31 to Sept. 2. Wm. M. Blackstock, secy.

LA PORTE—La Porte County Agricultural Association. Sept. 20 to 23. R. F. Small, Westville, pres.; H. C. Wagner, treas.; J. Vene Dorland, secy.

MARION—Grant County Agricultural Society. Sept. 13 to 16. J. L. Bradford, secy. pro tem.

MOROCCO—Newton County Agricultural Association. Sept. 13 to 16. C. M. Honger, pres.; L. H. Richer, treas.; G. N. Stoner, secy.

NEW CARLISLE—St. Joseph County Fair. Sept. 28 to 30. D. G. Warren, pres.; W. H. Deacon, treas.; A. H. Compton, secy.

NEW HARMONY—Posey County Agricultural Society. Sept. 12 to 16. W. N. Ford, pres.; Homer Lichtenberger, treas.; Ezra Stephens, secy.

NEWPORT — Western Indiana Race Track and Fair Association. C. W. Ward, pres.; H. V. Nixon, treas.; B. S. Aikman, secy.

POPLAR GROVE—District Fair. Aug. 23 to Sept. 1. Luther McDowell, Keepper, pres.; H. N. Miller, Deacon, treas.; A. D. Wood, Carroll, secy.

PORTLAND—Jay County A. H. I. and Joint Stock Company. Sept. 26 to 30. John Schmuck, pres.; W. M. Haynes, treas.; C. O. Hardy, secy.

Q. NERVIONE

66 N. Franklin St., Chicago, Ill.

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Wholesaler of RUBBER TOY

BALLOONS.

Finest Assortment of Fresh Rubber Goods, Hydrogen Inflating Machines, Illuminating Gas Bellows, Whistling Balloons, Whips, Novelties, etc. We solicit your correspondence.

PRINCETON—Gibson County H. & A. Society. Sept. 5 to 10. J. W. Johnson, pres.; R. A. Wood, treas.; S. V. Strain, secy.

RICHMOND—Fair and Driving Park Association. Sept. 19 to 24. Joe Stevenson, secy.

ROCHESTER — Fulton County Agricultural and Mechanical Association. Sept. 28 to Oct. 1. John W. Black, pres.; A. C. Copeland, treas.; Val Zimmerman, secy.

RUSHVILLE—Rush County Fair Association, August 30 to Sept. 2. W. O. Walton, pres.; Sam Abercrombie, treas.; J. D. Meyer, secy.

SALEM—Washington County Fair. Sept. 5 to 10.

SHELBYVILLE — Shelby Jonit Agricultural Association. Sept. 5 to 9. S. B. Morris, pres.; Henry Doble, treas.; C. E. Amsden, secy.

SWAYZEE—Swayzee Tri-County Agricultural Association. Aug. 30 to Sept. 2. G. W. McManaman, pres., Point Isabell, Ind.; H. T. Munea, treas.: E. C. King, secy.

TERRE HAUTE—Vigo Agricultural Society. Aug. 29 to Sept. 3. Geo. A. Schaal, pres.; John M. Clift, treas.; W. H. Duncan, treas.

VINCENNES—Knox County Agricultural and Horticultural Association. Oct. 3 to 8. Isaac Lyons, pres.; Geo. McCoy, treas.; John Burke, secy.

WARREN—Tri-County Agricultural Association. Sept. 20 to 24. Dr. Jonas Good, pres.; Geo. F. Morgan, treas.; L. W. Pulley, secy.

IOWA.

ADEL—Dalles County Agricultural Society. Sept. 5 to 8. Richard Bandy, Redfield, pres.; J. W. Russell, treas.; M. J. Graham, secy.

AFTON—Union County Fair. Oct. 4 to 7. M. B. Coltrane, pres.; T. F. Shunk, treas.; H. P. Armitage, secy.

ALGONA—Kosseith County Agricultural Society. Sept. 27 to 30. Jos. W. Wadsworth, pres.; Herbert Bailey, treas.: G. F. Peek, secy.

ALLISON—Butler County Fair. Aug. 30 to Sept. 1. L. J. Rogers, secy.

ANAMOSA—Fair. Aug. 16 to 19. E. R. Moore, secy.

ATLANTIC — Agricultural Society of Cass County. Sept. 5 to 8. C. R. Hunt, pres.; F. H. Crombie, treas.; S. W. W. Straight, secy.

AUDUBON—Audubon County Fair. Sept. 12 to 15.

AVOCA—Pottawattamie County Fair Association. Aug. 30 to Sept. 2. G. Diederich, pres.; J. H. Jenks, treas.; Roscoe Barton, secy.

BATTLE CREEK—Ida County Fair. Sept. 12 to 15. Geo. C. Hubbard, of Ida Grove, Ia., secy.

BELLE PLAIN—Big Four Fair. Sept. 13 to 15. W. J. Guinn, pres.; J. C. Milner, secy.

BRITT — Hancock County Agricultural Society. Sept. 14 to 16. F. B. Rogers, pres.; E. O. Healy, treas.; B. C. Way, secy.

CASCADE—Dubuque County Fair and Agricultural Society. Aug. 30 to Sept. 2. W. A. Fairburn, pres.; A. V. Devlin, treas.; J. H. Devaney, secy.

CENTERVILLE—Appanoose County Fair. Sept. 20 to 23. H. A. Russell, secy.

CENTRAL CITY—Wapsie Valley Fair Association. Aug. 30 to Sept. 4. I. P. Bowdish, pres., Waubeek; Fred. McLeod, treas.; E. M. Sawyer, secy

CHARITON—Lucas County Joint Stock Association. Sept. 27 to 30. G. J. Stewart, pres.; W. P. Beem, treas.; W. M. Householder, secy.

CHARLES CITY—Floyd County Agricultural and Mechanical Association. Sept. 13 to 16. W. E. Waller, pres.; A. H. Brackett, treas.; H. C. Ireland, secy.

CLARION—Wright County Agricultural Society. Sept. 20 to 23. E. B. Roblin, pres.; W. C. Brown, secy.

CLINTON—Clinton District Agricultural Fine Stock and Fair Association. Aug. 30 to Sept. 2. G. D. McDaid, pres.; Wm. Holmes, treas.; W. E. Buell, secy.

CORNING—Adam County Fair Association. Sept. 12 to 15. J. M. Devare, pres.; E. F. Miner, treas.; H. E. Westrope, secy.

CORYDON—Wayne County Agricultural Association. Sept. 5 to 9. J. N. Davison, pres.; W. W. Littell, treas.; H. K. Evans, secy.

CRESCO—Howard County Fair. Sept. 6 to 9. Jas. W. Woodward, pres.; B. P. Norton, treas.; E. B. Champlin, secy.

DANBURY — Danbury District Agricultural Society. No fair this year. J. H. Criley, pres.; J. B. Santie, treas.; M. P. Cord, secy.

DAVENPORT—Davenport Fair and Exposition. Sept. 5 to 9. Max D. Petersen, pres.; Otto B. Schmidt, treas.; W. B. Murray, secy.

DENISON — Crawford County Agricultural Association. September 20 to 23.

DE WITT—Clinton County Agricultural Society. Sept. 13 to 16. J. Alex. Smith, pres.; L. S. Harrington, treas.; C. Christiansen, secy.

DONNELLSON—Lee County Fair. Sept. 13 to 16. Jas. Haffner, pres.; F. H. Kribell, treas. E. P. Armknecht, secy.

ELDON—Eldon Big Four District Agricultural Association. Sept. 6 to 9. N. F. Reed, pres.; Mark Hilles, treas.; H. R. Baker, secy.

ELDORA—Hardin County Fair. Sept. 6 to 9. W. E. Rathbone, secy.

EMMETSBURG—Palo Alto County Agricultural Society. Sept. 21 to 23. H. C. Shadbolt, pres.; M. L. Brown, treas.; Daniel E. Collins, secy.

FAIRFIELD—Jefferson County Agricultural Association. Aug. 30 to Sept. 1. S. K. West, pres.; Chas. H. Gage, treas.; Chas. Gift, secy.

FONDA—Big Four District Fair Association. Aug. 30 to Sept. 2. T. L. Kennedy, pres.; G. R. Reniff, treas.; R. Wright, secy.

FOREST CITY—Winnebago County Agricultural Society. Sept. 7 to 9. M. C. Wheeler, pres.; Geo. Spofford, treas.; E. W. Virden, secy.

GREENFIELD—Adair County Fair Association. Sept. 20 to 22. S. H. Moffit, pres.; D. Heaton, treas.; W. L. Freeman, secy.

GRINNELL—Powershiek County Agricultural Society. Aug. 30 to Sept. 1. E. W. Clark, pres.; L. G. C. Pierce, treas.; J. E. Van Evera, secy.

GRUNDY CENTRE—Grundy County Agricultural Society. Sept. 20 to 22. L. B. DeSellhorst, pres.; M. A. Buchan, treas.; C. W. Reynolds, secy.

HAMPTON—Franklin County Fair. Sept. 13 to 16. David Vought, secy.

HOLSTEIN—Holstein District Agricultural Society. Sept. 5 to 8. C. B. Bush, pres., Washta, Ia.; F. Indorf, treas.; W. F. Hutton, secy.

HUMBOLDT—Humboldt County Agricultural Society. Sept. 28 to 30. A. A. McKitivels, pres.; F. F. French, treas.; A. M. Adams, secy.

IDA GROVE—Ida County Agricultural Society. Sept. 20 to 22. Hon. I. Nicoll, pres.; H. M. Whinery, treas.; Geo. C. Hubbard, secy

INDEPENDENCE—Buchanan County Agricultural Society. Sept. 6 to 9. L. J. Dunlap, pres., Winthrop, Ia.; W. W. Donnan, treas.; A. H. Farwell, secy.

INDIANOLA—Warren County Fair. Sept. 20 to 23.

IOWA CITY — Johnson County Agricultural and Mechanical Society. Sept. 12 to 15. A. R. Ohl, pres.; R. P. Jones, treas.; A. W. Bradley, secy.

LA PORTE CITY—La Porte City District Fair Association. Sept. 27 to 30. Dr. G. N. Nesbit, pres.; F. E. Wettslew, treas.; C. F. Holck, secy.

LE MARS—Plymouth Fair Association. Not decided. G. C. McLagan, pres.; Ben. Hodgman, treas.; W. G. Bolser, secy.

LINEVILLE—Lineville District Fair. Sept. 13 to 16. W. B. Wassen, pres.; T. J. Lovett, secy.

MANCHESTER—D laware County Agricultural Society. Sept. 6 to 9. A. S. Coon, pres.; H. L. Lawrence, treas.; J. B. Rutherford, secy.

MAPLETON—Maple Valley Fair Association. Aug. 31 to Sept. 3. John S. Carhart, pres.; Ed. Quick, treas.; R. M. Wells, secy.

MAQUOKETA—Jackson County Fair Association. Sept. 6 to 9. Hon. A. Hurst, pres.; M. Mahamy, treas.; Adam Ringlep, secy.

MARCUS—Cherokee County Union Agricultural Society. Aug. 31 to Sept. 2. W. N. Fry, pres.; H. B. Robeson, secy.

MARENGO—Iowa County Agricultural Society. Sept. 19 to 23. C. M. W. Engelbert, Conroy, pres.; Frank Cook, treas.; C. C. Clements, secy.

MASON CITY—Cerro Gordo County Agricultural Society. Sept. 5 to 8. John D. Glass, pres.; Wm. Letts, secy.

MILTON—Milton District Agricultural Society. Aug. 30 to Sept. 2. E. O. Syphers, secy.

MISSOURI VALLEY—Harrison County Agricultural Society. E. F. James, pres.; B. W. Carlisle, treas.; W. H. Fensler, secy.

MOUNT AYR—Ringgold County Fair Association. Sept. 6 to 9. J. W. Scott, pres.; J. P. Newton. treas.; Clyde Dunning, secy.

NASHUA—Nashua Agricultural Society. H. H. Hopkins. pres.; Geo. T. Bellamy, secy. and treas.

NATIONAL—Clayton County Agricultural Society. Aug. 30 to Sept. 2. Wm. Hanson, Luana, pres.; Joe Lamm, Elkader, treas.; Jno. E. Corett. Elkader, secy.

NEW HAMPTON—Chickasaw County Agricultural Society. Aug. 31 to Sept. 2. G. M. Bigelow, pres.; B. W. Catant, treas.; P. Malcolm, secy.

NEW SHARON—New Sharon District Agricultural Society. Sept. 13 to 15. Sidney Harper, pres.; J. G. Hammond, treas.; Chas. Fretigh, secy.

NEWTON—Jasper County Agricultural Society. Sept. 5 to 8. H. D. Parsons, pres.; C. G. Griebling, treas.; A. Failor, secy.

NORTHWOOD—Worth County Fair. Sept. 31 and Oct. 1.

OGDEN—Boone County Agricultural Society. Sept. 13 to 16. J. H. Morgan, pres.; W. S. Colvin, treas.; E. H. Graves, secy.

ORANGE CITY—Sioux County Agricultural Society. Sept. 21 to 23. R. van der Meide, pres.; F. J. Lohr, secy.

OSAGE—Mitchell County Agricultural Society. Sept. 1 to 3. Hon. W. L. Eaton, pres.; J. I. Sweney, treas.; W.C. Moss, secy.

OSKALOOSA—Wahaska County Fair Association. Sept. 12 to 15. Geo. S. Prine, pres.; Chas. E. Loffland, treas.; L. T. Shangle, secy.

OXFORD—Fair. Sept. 26 to 29. F. W. Sies, secy.

PELLA—Lake Prairie District Agricultural Society. Sept. 27 to 29. John DeCook, pres.: H. D. Rietveld, treas.; Chas. Porter, secy.

PERRY — Perry District Fair Association. Sept. 26 to 30. Allen Breed, pres.; D. J. Pattee, treas.; J. T. Davis, secy.

RHODES — Eden District Agricultural Society. Sept. 20 to 22. W. A. Nichols, St. Centre, pres.; W. B. Nason, Melbourne, treas.; Ben Richards, secy.

SAC CITY—Sac City Agricultural Society. Aug. 30 to Sept. 2. R. G. Wilson, pres.; S. S. Wott, treas.; Frank E. Briggs, secy.

SEYMOUR — Seymour District Agricultural Society. Sept. 12 to 16. J. T. Lowry, pres.; M. H. Wilson, treas.; R. E. Lowry, secy.

SIBLEY—Pioneer Agricultural Society. Sept. 13 to 15. F. Y. Locke, pres.; J. M. Phillips, treas.: T. S. Redmond, secy.

SUTHERLAND—O'Brien County Fair. Aug. 31 to Sept. 2.

TIPTON—Tipton Fair Association—Aug. 30 to Sept. 2. Geo. Beatly, pres.; P. R. Pine, treas.; L. J. Rowell, secy.

TOLEDO—Tama County Fair. Aug. 30 to Sept. 2. Hon. W. G. Malin, pres.; A. G. Smith, secy.; H. A. Shanklin, treas.

TRAER—Traer District Agricultural Society. Sept. 14 to 16. S. W. West, pres.; R. H. Moore, treas.; N. R. Morrison, secy.

VICTOR—Victor District Fair. Aug. 30 to Sept. 1. John M. Groff, secy.

VILLISCA—Villisca Union Fair Association. Sept. 26 to 29. D. W. Jackson, pres.; J. W. Fergey, treas.; F. L. Ingman, secy.

VINTON—Benton County Agricultural Society. Sept. 6 to 9. J. W. Hite, pres.; Geo. D. McElroy, treas.; L. A. Mitchell, secy.

WAUKON—Allamakee County Fair. Sept. 20 to 23. C. M. Beeman, secy.

WEBSTER CITY—Hamilton County Fair Association. Sept. 13 to 16. J. W. Adams, secy.

WEST LIBERTY—Union District Agricultural Society. Sept. 5 to 8. Albert Whitacre, pres.; F. E. Thomas, treas.; W. H. Shipman, secy.

WEST PONIT—West Point Fair. Sept. 27 to 30. Wm. R. Timpe, Ft. Madison, Ia., pres.; Al Link, treas.; John Walljasper, secy.

WEST UNION—Fayette County Agricultural Society. Sept. 6 to 9. G. D. Darnall, pres.; E. B. Shaw, treas.; L. L. Farr, secy.

WHAT CHEER—What Cheer District Fair Association. Sept. 27 to 29. E. R. Hatcher, Indianapolis, Ind., pres.; J. T. Sewnffer, treas.; T. C. Legoe, secy.

WILLIAMSBURG—County Fair. Sept. 12 and 13.

WILTON JUNCTION — The Wilton Fair. Sept. 20 to 22. F. N. Schiele, Sunbury, Ia., pres.; Geo. Baumick, treas.; J. M. Reder, secy.

WINFIELD—Eastern Iowa District Fair. Aug. 30 to Sept. 2. E. C. Hinkle, secy.

WINTERSET—Madison Agricultural Society. Sept. 13 to 16. T. J. Hudson, pres.; J. W. Dabney, treas.; C. A. Lee, secy.

KANSAS.

BURLINGAME—Osage County Fair Association. Sept. 6 to 9. Chas. Lyons, pres.; H. D Shepard, treas.; W. B. Davis, secy.

BURLINGTON—Coffey County Fair Association. Sept. 13 to 16. W. J. Armstrong, pres.; M. M. Kiger, treas.; J. E. Woodfood, secy.

CLAY CENTRE—Clay County Fair Association. Sept. 14 to 16. D. H. Myers, pres.; Henry W. Stackpole, treas.; E. E. Hoopes, secy.

COFFEYVILLE—Coffeyville Fair and Park Association. Sept. 13 to 16. Thos. Scurr, jr., pres.; C. A. Lee, treas.; W. M. Doty, secy.

COUNCIL GROVE—Morris County Exposition Co. Sept. 27 to 30. W. H. White, pres.; L. Mead, treas.; E. J. Dill, secy.

EDGERTON—Johnson County Co-operative Fair Association. Sept. 13 to 16. J. M. Warren, secy.

ERIE—Neosha County Fair Association. Sept. 6 to 9. H. Lodge, secy.

FRANKFORT — Frankfort Fair Association. Sept. 27 to 30. Jos. Lemons, pres.; J. B. McCouchie, treas.; C. W. Brandenburg, secy.

GARDEN CITY—Finney County Agricultural Society. Sept. 13 to 16. D. A. Mims, secy.

GARNETT—Anderson County Fair Association. Aug. 30 to Sept. 2. Thos. Gowdy, pres.; M. L. White, treas.; C. H. Rice, secy.

HIAWATHA—Brown County Fair Association. Sept. 6 to 9. G. Y. Johnson, Willis, pres.; Geo. Maglott, treas.; John H. Meyer, secy.

HOLTON—Jackson County Agricultural and Fair Association. Aug. 29 to Sept. 2. D. W. Stanley, pres., Hoyt; Moses Sarbachs, treas.; S. B. McGrew, secy.

INDEPENDENCE—Aug. 30 to Sept. 2.

IOLA—Allen County Agricultural Society. Sept. 6 to 9. C. H. Wheaton, secy.

LAWRENCE—Kaw Valley Fair Association. Sept. 12 to 16. Eben Baldwin, pres.; W. B. Stubbs, secy.

NESS CITY—Ness County Fair Association. Sept. 1 to 3. O. H. Laraway, pres.; Geo. O. Hunt, treas.; N. H. Stridger, secy.

OSKALOOSA—Jefferson County Agricultural and Mechanical Association. Sept. 6 to 10. Edwin Snyder, secy.

OTTAWA—Franklin County Fair. Sept. 20 to 24. Wm. H. Moherman, pres.; J. L. Chamberlin, treas.; Chas. H. Ridgway, secy.

PAOLA—Miami County Agricultural and Mechanical Fair Association. Sept. 27 to 30. Z. Hayes, pres.; Geo. B. Hanna, treas.; W. J. Carpenter, secy.

PEABODY—Marion County Agricultural Society. Sept. 6 to 9. F. H. Prescott, secy.

PETROLEUM PARK—Montgomery County Agricultural Society. Aug. 30 to Sept. 2. D. W. Kingsley, Independence, secy.

RILEY—Riley County Agricultural Society. Sept. 6 to 9. S. D. Dyer, pres.; Jesse White, treas.; Jerome Walbridge, secy.

SALINA—Salina County A., H. & M. Association. Oct. 5 to 7. Thos. Anderson, pres.; H. B. Wallace, secy.

SENECA—Sept. 7 to 9. W. H. Fitzwater, secy.

STOCKTON—The Rooks County Fair Association. O. A. Higgins, pres.; Chas. Alexander, treas.; David B. Smyth, secy.

TRIBUNE—Greeley County Fair Association. Wm. Dodson, pres.; R. Pringle, treas.; I. B. Newman, secy.

WICHITA—Wichita State Fair Association. Sept. 19 to 24. B. B. Hudson, pres.; A. S. Jobes, treas.; H. G. Toler, secy.

WINFIELD—Cowley County Fair Association. Sept. 27 to 30.

KENTUCKY.

BARBOURVILLE—Knox County Fair Association. Aug. 31 to Sept. 2. J. S. Miller, pres.; W. R. Ballinger, treas.; W. W. Tinsley, secy.

BARDSTOWN—Nelson County Agricultural Association. Aug. 30 to Sept. 4.

BOWLING GREEN—Fair. Sept. 14 to 17. J. H. Mallory, pres.; J. M. Robertson, secy. and treas.

BROADHEAD—E. E. Brothero, pres.; J. T. Cherry, treas.; A. E. Albright, secy.

CAMPBELLSVILLE—Taylor County Agricultural and Mechanical Association.

DANVILLE—Central Kentucky Fair Association.

ELIZABETHTOWN—Hardin County Fair. Sept. 6 to 9. Jas. Kinkead, secy.

EWING—Ewing Fair Co. Sept. 7 to 10. C. W. Williams, Peed, pres.; J. G. Collins, treas. S. H. Price, secy.

FLORENCE—North Kentucky Agricultural Association. Aug. 31 to Sept. 3. F. A. Utz, director; R. J. Perry, Independence, secy.

GERMANTOWN—Germantown Fair. John K. Walker, secy.

GLASGOW—South Kentucky Fair Ground Association. W. A. Huggins, pres., Cave City, Ky.; Thos. Dickerson, treas.; J. T. Carter, secy.

GLASGOW—Sept. 14 to 17.

GREENVILLE—County Fair. Sept. 29 to Oct. 1.

GUTHRIE—Guthrie Fair Association. Oct. 19 to 22. Geo. Snadon, secy.

HENDERSON—Stock and Agricultural Fair. Oct. 11 to 16. T. W. Priest, pres.; Jacob Zimbro, jr., secy.

LA GRANGE—Oldham County Fair. Aug. 31 to Sept. 2. A. W. Harcin, pres.; W. W. Rowlett, secy.; Jas. Fox, treas.

LOUISVILLE—Louisville and Jefferson County Agricultural and Mechanical Fair Association. Aug. 16 to 20. Isaac Curtis, 118 E. Green st., pres.; W. C. F. Mason, 1005 W. Walnut, treas.; J. W. Johnson, 355 E. Green st., secy.

LOUISVILLE—Louisville Driving and Fair Association. Sept. 26 to Oct. 1. Frank P. Kenney, secy.

OWENSBORO—Davies County Fair. Oct 4 to 8. J. H. Hickman, pres.; P. T. Watkins, treas.; J. W. Carter, secy.

PADUCAH—Paducah Fair and Exposition Association. Oct. 11 to 14. Jas. M Lang. pres., American-German National Bank, treas.; Alex. Kirkland, secy.

VERSAILLES—Versailles Fair Association.

WILLIAMBURG—Whitley County Fair Association. Sept. 7 to 9. H. C. Harmon, pres.; Nick Daniel, secy. and treas.

WINCHESTER—Clark County Fair and Trotting Association.

LOUISIANA.

ALEXANDRIA—Fair. Oct. 4 to 8. Fred. Seip, pres.; A. Wettermark, Jr., treas.; S. S. Boatner, secy.

AMITE CITY—Amite City Fair Association. H. P. McClendon, pres.; T. H. Tehan, treas.; Thos. T. Gillen, secy.

RUSTON—Agricultural and Live Stock Fair Association. W. S. May, pres.; J. S. Atkinson, secy.

MAINE.

ACTON—Shapleigh and Acton Counties Fair. Oct. 5 to 7. Frank C. Staples, pres.; Willie Staples, treas.; Fred. K. Bodwell, secy.

AMHERST—Northern Hancock Agricultural Society. H. T. Silsby, Aurora, pres.; A. W. Silsby, secy. and treas.

ANDOVER—Oxford North Agricultural Society. Sept. 21 and 22. Geo. O. Huse, pres.; Lewis C. Akers, treas.; John F. Talbot, secy.

BANGOR—Eastern Maine State Fair. Aug. 29 to Sept. 2. Flavius O. Beal, pres.; S. Dean Benson, treas., Ezra; L. Stearns, secy.

BETHEL—Fair. Sept. 13 to 15. H. S. Hastings, secy.

BLUE HILL—Hancock County Agricultural Society. Sept. 20 to 22. Nahum Hinckley, secy.

BRIDGETON—Bridgeton Farmers' and Mechanics' Club. Sept. 13 to 16. E. C. Walker, pres.; F. C. Knight, secy.

BUXTON—Buxton and Hollis Agricultural Society. J. B. Elden, secy.

CANTON—Androscroggin Valley Agricultural Society. Sept. 27 to 29. H. T. Tirrell, secy.

CHERRYFIELD—W. Washington Agricultural Society.

CORNISH—Ossipee Valley Union Agricultural Association. Aug. 30 to Sept. 1. L. I Cook, secy.

DAMARISCOTTA—Lincoln Agricultural and Horticultural Society. Sept. 27 to 29. Dr. A. W. Card, pres., Athol; N. A. Hall, treas.; Albert I. Phelps, secy.

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Complete Price List in English Sent on Application.

DURHAM — Durham Agricultural Society. F. H. Miller, secy., W. Durham.

EAST EDDINGTON—Farmers' Club. Sept. 21 and 22. E. B. Comius, secy.

EAST PITTSTON—Pittston Agricultural and Trotting Association.

EAST SEBAGO—Lake iVew Park. Sept. 20 and 21. J. P. Fitch, secy.

EXETER—West Penobscot Agricultural Society. Sept. 27 to 29. F. W. Hill, secy.

FARMINGTON—Franklin County Agricultural Society. Sept 20 to 22. Wellington Thornton, Chesterville, pres.; Geo. M. Currier, treas.; Reuben Hatch, secy.

FRYEBURG—West Oxford Agricultural Society. Sept. 27 to 29. W. H. Abbott, secy.

GORHAM—Cumberland County Agricultural and Horticultural Society. Sept. 27 and 28. Alonzo Libby, pres.; Mr. Leighton, secy.

GRAY—Gray Park Association.

HARRISON—Northern Cumberland Agricultural Society. Sept. 22 to 24. S. H. Goodwin, pres., St. Albans; Chas. Rowell, treas.; J. A. Goodrich, secy., W. Palmyra.

HARTLAND—East Somerset Agricultural Society. Sept. 22 to 24. J. A. Goodrich, secy.

LEWISTON—Maine State Agricultural Society. Sept. 5 to 9. I. Pompilly, Auburn, pres.; G. E. Eveleth, Auburn, treas.; G. H. Clark, N. Anson, secy.

LIVERMORE FALLS—Androscroggin County Agricultural and Horticultural Association. J. L. Lowell, Auburn, secy.

MADISON—Agricultural Fair. Oct. 5 to 8. Orlando Walker, pres.; J. M. Hilton, vice pres.; J. F. Withee, secy.; C. A. Wilber, treas.

MADISON BRIDGE—Somerset County Fair. Oct. 5 and 6. J. F. Withee, secy.

NEW GLOUCESTER—New Gloucester and Danville Agricultural Association. Sept. 28 and 29. S. N. Robinson, Danville Junc., pres.; Geo C. Jordan, Upper Gloucester, treas.; L. L. Whitman, Upper Gloucester, secy.

NEW PORTLAND—New Portland Agricultural Society. Sept. 21 and 22. W. R. Richardson, pres.; Elmer Quint, treas.; W. B. Clark, secy.

NORWAY—Oxford County Agricultural Society. Sept. 20 to 22. John A. Roberts, pres.; A. C. T. King, South Paris, secy. and treas.

PHILLIPS—North Franklin Agricultural Society. Sept. 13 to 15. Wilson C. Beal, pres.; J. M. Wheeler, treas.; M. S. Kelley, secy.

PITTSTON—Pittston Agricultural and Driving Park Association. Sept. 20 to 22.

PRESQUE ISLE—North Aroostook Agricultural Fair. Sept. 13 to 15. E. T. McGloughlin, secy.

PRINCETON—North Washington Fair. Sept. 6 to 8. Albert L. Jones.

READFIELD—Kennebec County Agricultural Society. Sept. 13 to 15. D. V. Savage, Augusta, pres.; C. H. Stevens, treas.; W. Hunton, secy.

SACO—Aug. 30 to Sept. 2. H. R. Jordan, manager. S. S. Andrews, secy.

SALISBURY CORE—Eden Agricultural Society. Sept. 21 and 22. Frank A. Wood. secy.

RICHMOND—Richmond Farmers' and Mechanics' Club. Sept. 27. Silas E. S. Killins, pres.; D. W. Alexander, treas.; C. E. Dinslow, secy.

SANFORD—Sanford Fair and Trotting Association. Geo. Ashworth, pres.; O. V. Libby, treas.; Geo. H. Worster, secy.

SOUTH WINDSOR—South Kennebec Agricultural Fair. Sept. 27 to 29. A. N. Douglass, secy., Chelsea.

TOPSHAM—Sagadahoe Agricultural and Horticultural Society. Oct. 11 to 13. W. B. Kendall, pres., Bowdoinham; L.E. Smith, treas., Brunswick; W. S. Rogers, secy.

UNION—North Knox Agricultural and Horticultural Society. Sept. 20 to 22. Geo. C. Hawes, secy.

UNITY—North Waldo Agricultural Society. Sept. 21 and 22. Edwin Rand, pres.; F. A. Bartlett, treas.; E. B. Hunt. secy.

UPPER GLOUCESTER—New Gloucester and Danville. Sept. 28 and 29.

WEST CUMBERLAND—Cumberland Farmers' Club. Sept. 27 and 28. M. W. Pearson, Cumberland Center, pres.; N. M. Shaw, treas.; L.W. Hadlock, West Falmuth, secy.

MARYLAND.

BEL AIR—Hartford County Agricultural and Mechanical Association. Octobebr 12 to 14. Jas. W. McNabb, secy.

EASTON—Talbot County Fair Association. Aug. 30 to Sept. 2. Dr. Chas. Lowndes, pres.; Jos. B. Harrington, secy. and treas.

ELKTON—Ceril County Agricultural Society. Geo. S. Wooley, Chesapeake City, pres.; Geo. R. Ash, treas.; J. M. Tucker, secy.

FREDERICK CITY—Frederick County Agricultural Society. Oct. 11 to 14. Chas. W. Hargett, pres.; D. V. Stauffer, treas.; Harry C. Keefer, secy.

HAGERSTOWN — "The Great Hagerstown Fair." Oct. 18 to 21. John W. Stonebraker, pres.; John D. Brewer, treas.; P. A. Witmer, secy.

ROCKVILLE—Agricultural Society of Montgomery County. Aug. 30 to Sept. 2. Leo Offutt, pres.; John J. Higgins, treas.; John E. Muncaster, Norbeck, secy.

TIMONIUM—Agricultural Society of Baltimore County. Sept. 13 to 17. S. Shoemaker, Stevenson, pres.; G. W. Yellatt, Lawson, treas.; H. C. Longnecker, Lawson, secy.

UPPER MARBORO—Agricultural Fair Association of Prince George County. Sept. 6 to 9. Richard S. Hill, pres.

MASSACHUSETTS.

AMESBURY—Amesbury and Salisbury Fair. Sept. 27 to 29.

AMHERST—Hampshire Fair. Sept. 15 and 16.

ALTHOL—The Worcester Northwest Agricultural and Mechanical Society. Sept. 14 and 15. Arthur F. Tyler, pres.; J. N. Goodspeed, treas.; Arlington F. Stratton, secy.

BARNSTABLE—Barnstable County Fair. Aug. 30 to Sept. 1. Thos. C. Day, pres.

BARRE—Worcester County Western Agricultural Society. Sept. 29 and 30. Austin F. Adams, pres., Barre Plains; Chas. H. Follansby, treas.; Matthew Walker, secy.

BLANDFORD—Union Fair. Sept. 14 to 16.

BOSTON — Massachusetts Horticultural Association. Aug. 31 to Sept. 1. Francis H. Appleton, pres.; Chas. E. Richardson, treas.; Robt. Manning, secy.

BRIDGEWATER — Plymouth County Fair. Sept. 14 to 16. Isaac N. Nutter, E. Bridgewater, pres.; Robt. C. Breck, treas.; Geo. M. Hooper, secy.

BROCTON—Brocton Fair. Oct. 5 to 9. Hon. H. W. Robinson, pres.; E. M. Thompson, treas.; Baalis Sanford, secy.

CHARLEMONT—Deerfield Valley. Sept. 15 and 16. C. E. Ward, Buckland, pres.; E. F. Haskins, treas.; S. W. Hawkes, secy.

CLINTON—East Worcester County Fair. Sept. 15 and 16.

CUMMINGTON—Hillside Fair. Sept. 27 and 28. S. W. Clark, pres.; R. R. Packard, treas.; Wm. A. Atkins, secy., W. Cummington.

ENFIELD—Union Agricultural Society. Olin S. Olmstead, pres.

FITCHBURG—Fitchburg Driving Club.

FRAMINGHAM — Middlesex South Association. Sept. 13 to 15. Eugene A. Clark, S. Framingham, secy.

GREAT BARRINGTON—Hoosatonic Agricultural Society. Sept. 28 to 30. Ed. H. Slater, pres., Tyringham; O. C. Bidwell, treas.; Frank H. Briggs, secy.

GREENFIELD—Franklin County. Sept. 22 and 23. F. N. Thompson, secy.

HINGHAM—Hingham Agricultural and Horticultural Society. Sept. 27 and 28. Ebed L. Ripley, Hingham Centre, pres.; R. Sprague, Hingham Centre, treas.; W. H. Thomas, secy.

LANCASTER — Worcester East Association. Sept. 15 and 16. W. A. Kelbourn, secy.

LOWELL—Middlesex Northern Association. Sept. 15 to 17. E. T. Rowell, secy.

MIDDLEFIELD, Highland. Sept. 7 and 8.

NANTUCKET—Nantucket Fair. Aug. 31 to Sept. 1. J. F. Murphy, secy.

NORTH ATTLEBORO—Manufacturers' Agricultural Society. Aug. 30, 31, Sept. 1. S. O. Bigney, Attleboro, pres.; W. W. Stierman, treas.; W. H. Pond, secy.

NORTH ADAMS—Hoosac Valley Agricultural Society. Sept. 21 and 22. Geo. Z. Dean, pres., Cheshire; E. M. Meekins, treas.; Geo. F. Miller. secy.

NORTH AMPTON—Hampshire, Franklin and Hampden. Oct. 5 and 6.

OXFORD—Oxford Fair. Sept. 28 and 29.

PALMER—Eastern Hampden. Sept. 20 to 21. A. D. Norcross, pres.; F. D. Barton, secy.

PEABODY—Essex Fair. Sept. 20 to 22. Oliver S. Butler, Georgetown, pres.; Gilbert L. Streeter, Salem, treas.; John M. Danforth, Lynnfield Centre, secy.

PITTSFIELD—Berkshire Agricultural Society. Sept. 13 to 15. F. A. Palmer, Stockbridge, pres.; J. W. Lewis, treas.; Chas. H. Wright, secy.

SHERBORN—Sherborn Grange Fair. Sept. 7. D. L. Whitney, secy.

SOUTH WEYMOUTH—Weymouth Fair. Sept. 29 to Oct. 1.

SPENCER—Spencer Fair. Sept. 22 and 23. T. C. Comins, pres.; A. W. Curtis, treas.; H. H. Capen, secy.

STURBRIDGE—Worcester South Agricultural Society. Sept. 15 and 16. A. B. Chamberlain, pres.; C. V. Carey, secy.

TAUNTON—Bristol County Fair. Sept. 20 to 22. Nathaniel J. W. Fish, pres.; E. Clarence Holt, treas.; Gertrude Williams, secy., Box 624.

UXBRIDGE—Blackstone Valley Fair. Sept. 27 and 28. Jas. Daley, pres.; L. A. Seagrave, treas.; Augustus Story, secy.

WEST TILSBURY—Martha's Vineyard Association. Sept. 20 and 21.

WORCESTER—Worcester Fair Association. Aug. 30 to Sept. 2. Warren C. Jewett, pres.; John B. Bowker, treas.; John B. Bowker, secy.

MICHIGAN.

ADRIAN—Lewaunee County Agricultural Society and Southern Michigan District Fair. Sept. 19 to 23. H. H. Ferguson, secy.

ALBION—Sept. 20 to 23. A. L. McCutcheon, secy.

ALLEGAN—Allegan County Agricultural Society. Oct. 4 to 7. Ezra Brackett, secy.

ANN ARBOR — Washtenaw Fair Society. Sept. 27 to 30. John F. Avery, pres.; F. H. Belser, treas.; F. E. Mills, secy.

ARMADA—Macomb County Fair. Oct. 5 to 7.

BAD AXE—Huron County Agricultural Association. Sept. 27 to 30. John J. Murdock, pres.; Chas. E. Thompson, treas.; Wm. Belden, secy.

BANCROFT—Bancroft Fair Co. Sept. 27 to 30. T. M. Euler, pres.; E. P. Sherman, treas.; W. E. Watson, secy.

BRIGHTON—Brighton Market Fair Associatian. Oct. 11 to 14. E. A. Ross, Milford, pres.; G. J. Baetcke, treas.; C. E. Beurmanr, secy.

CADILLAC—Free Street Fair. Sept. 13 to 16. W. J. Cornwell, pres.; R. Rybold, treas., C. E. Russell, secy.

CALEDONIA — Caledonia Union Fair Association. W. McBrodau, Dutton, pres.; D. P. Hale, treas.; Chas. H. Kinsey, secy.

CARO—Caro District Agricultural Association. Sept. 27 to 30. Chas. Montague, pres.; J. M. Ealy, treas.; F. B. Rainsford, secy.

CASS CITY—Fair. Oct. 4 to 7. A. H. Ale, secy.

CENTERVILLE—St. Joseph County Agricultural Society. Oct. 4 to 7. W. F. Peck, secy.

CHARLOTTE—Eaton County Agricultural Society. Oct. 4 to 7. Jas. H. Gallery, Eaton Rapids, pres.; Jas. H. Brown, treas.; Geo. A. Perry, secy.

COOPERSVILLE — Coopersville Agricultural Association. Sept. 20 to 23. F. D. Smith, pres.; E. N. Parker, treas.; J. B. Watson, secy.

EAST JORDAN—Charlevoix County Fair. Sept. 21 to 23. Frank A. Kenyon, Charlevoix, Mich.

ESCANABA—Delta County Fair. Sept. 6 to 8. D. A. Oliver, pres.; Ed. Donovan, treas.; Pat. Fogarty, secy.

EVART—Osceola County Agricultural Society. Sept. 27 to 29. E. F. Birdsall, pres.; Wm. Rogers, treas.; Irvin Chase, secy.

FLINT—Genesee County Agricultural Society. Sept. 20 to 23. Geo. W. Buchanan, pres.; E. H. Stone, treas.; F. H. Rankin, secy.

FOWLERVILLE—Fowlerville Agricultural Society. Oct. 4 to 7. E. A. Bush, pres.; D. C. Carr, secy.

GRAND RAPIDS— State Fair. Sept. 26 to 30. Wm. Ball, Hamburg, pres.; C. W. Young, Paw Paw, treas.; H. S. Fralick, secy.

HADLEY—District Agricultural and Horticultural Society. Sept. 27 to 29. Geo. Davenport, pres.; A. S. Moorland, treas.; F. A. Smith, secy.

HART—Osceaua County Agricultural Society. Oct. 4 to 7. A. E. Sonter, Shelly, pres.; W. N. Sayles, secy.

HILLSDALE—48th Hillsdale Fair. Sept. 26 to 30. Dwight A. Curtis, pres.; Fred. A. Roithlisberger, treas.; C. W. Terwilliger, secy.

HASTINGS—Barry County Fair. Oct. 11 to 14. A. F. Sylvester, pres., Irving; G. W. Bird, treas.; Bedford; R. M. Bates, secy.

HOLLAND—South Ottawa and West Allegan Agricultural Society. Sept. 20 to 23. Geo. H. Sonter, pres.; Otto Bleyman, treas.; G. J. VanDuzen, secy.

HOWELL—Free Street Fair. Sept. 27 to 30. C. G. Jewett, pres.; S. B. Rubert, treas.; F. F. Hubbel, secy.; R. B. McPherson, asst. secy.

HUDSON—Hudson Free Street Fair Association. Sept. 13 to 16. O. R. Pierce, pres., J. B. Thor , treas.; Henry C. Hall, secy.

IMLAY CI —Imlay City Agricultural Association Oct. 4 to 6. T. B. Keyworth, pres.; Walter Hoskin, treas.; Frank Rathsburg. secy.

IONIA—County Fair. Oct. 4 to 7.

IRONWOOD—Gogebic County Agricultural Society Fair. Sept. 21 to 23. C. E. Houk, secy.

JACKSON—Street Fair. Sept. 20 to 23. Fred. Felton, manager.

JACFSON—New Jackson County Agricultural Association. C.R. Durant, pres.; Frank Sawer, treas.; Geo. Conner, secy.

JACKSON—Carnival of Arts and Sports. Sept. 20 to 23. Fred. Felton, manager; Wesley Sears, treas.; F. M. Pinegar, secy.

KALAMAZOO—Street Fair. Oct. 4 to 7. E. S. Rankin, pres.; J. W. Fulford, treas.; C. G. Townsend, secy.

MARLETTE—Free Street Fair. Sept. 20 to 23. D. E. Hubbell, pres.; Dan C. Merrill, treas.; C. C. Hubbell, secy.

MARQUETTE—County Fair. Sept. 26 to 30. E. B. Palmer, pres.

MARSHALL—Calhoun County Fair. Sept. 27 to 30. L. L. Harsh, pres.; W. H. Shipp, treas.; W. H. Arthur, secy.

MIDLAND—Midland County Agricultural Society. Sept. 7 to 9. Thos. McCulloch, Laport, pres.; S. D. Shaffner, treas.; J. G. Culver, secy.

MILFORD—Milford Fair Association. Sept. 20 to 23. J. S. Hewitt, secy.

MT. PLEASANT—Isabella County Agricultural Society. Sept. 27 to 30. J. E. Chatterton, secy.

NORTH BRANCH—Lapeer County Fair. Sept. 28 to 30.

REED CITY—Tri-County Exposition and Fair. Sept. 20 to 22. Amos Rosenberg, pres.; L. K. Parkhurst, treas.; T. R. Welsh, secy.

ROME—Free Street Fair. Sept. 28 to 30.

SAND BEACH—Sand Beach Free Street Fair. Sept. 20 to 23. J. J. Leszcynski, pres.; M. D. Wagner, treas.; C. S. Nims, secy.

ST. JOHNS—Clinton County Agricultural and Horticultural Society. Sept. 20 to 23. Murrett Frank, secy.

STOCKBRIDGE—Stockbridge Fair. Sept. 28 to 30. Edwin Farmer, secy.

VASSAR—Tuscola County Agricultural Society. Sept. 27 to 30. W. Kirk, Fairgrove, pres.; J. A. Trotten, treas.; R. S. Weaver, Watrousville, secy.

MINNESOTA.

ADA—Norman County Fair. Sept. 28 to 30. Louis Hintz, secy.

AITKIN—Aitkin County Fair. Sept. 16 and 17. G. Beecher, pres.; F. E. Kreck, treas.; F. P. McQuillin, secy.

ALEXANDRIA—Douglas County Fair. Sept. 15 to 17.

AUSTIN—Mower County Agricultural Society. J. J. Furlong, pres.; W. C. Holmes, treas.; N. S. Gordon. secy.

BARNUM—Carlton County Agricultural and Industrial Association. Sept. 27 to 29. Wm. W. Cain, pres.; C. B. Peterson, treas.; C. L. Goodell, secy.

BENSON—Swift County Agricultural Society. Sept. 15 to 17. J. C. Collins, secy.

BIRD ISLAND—Renville County Fair. Sept. 21 to 23.

BLUE EARTH CITY—Faribault County Agricultural Society. Sept. 15 to 17. H. P. Zingheim, pres.; F. W. Anderson, treas.; Louis Holt, secy.

CALEDONIA—Houston County Fair. Sept. 27 to 30.

CAMBRIDGE—Isanti County Fair. Sept. 21 and 22.

CARVER—Carver County Fair. Sept. 15 and 17.

CHASKA—Chaska Agricultural Association. Sept. 22 to 24. Fr. Greiner, jr., pres.; F. G Linearfelser, treas.; V. J. Greiner, secy.

CROOKSTON—Street Fair. Sept. 28 to 30. W. E. McKenzie, secy.

CURRIE—Murray County Agricultural Society. Oct. 6 and 7. W. H. Mellen, pres.; A. Currie, Sr., treas.; Neil Currie, secy.

DULUTH—St. Louis County Agricultural Society. Sept. 13 to 16. R. S. Munger, pres.; Frank Carey. treas.; J. E. Cooley, secy.

ELBOW LAKE—Fair is Doubtful. H. P. Hanson, pres.; H. Hillmond, treas.; D. W. Barker, secy.

FAIRMOUNT—Martin County Agricultural Society. Sept. 19 to 21. B.H. Ward, pres.; Cecil Sharpe, treas.; Edw. F. Wade, secy.

FARMINGTON—Dakota County Agricultural Society. Sept. 13 to 15. P. H. Feely, pres.; W. M. Dodge, treas.; N. H. Bronnell, secy.

GARDEN CITY—Blue Earth County Agricultural Society. Aug. 31 to Sept. 2. E. W. Parker, pres.; Edgar Dilley, treas.; S. M. Dickinson, secy.

GRAND RAPIDS—Itasca County. Sept. 15 and 16.

HALLOCK—Kittson County Agricultural Society. Sept. 29 and 30. Thos. Horborn, Northcote, pres.; E. A. Nelson, secy. and treas.

HAMLINE—Minnesota State Fair. Sept. 5 to 10. John Cooper, St. Cloud, pres.; A. B. Moffatt, Mankato, treas.; E. W. Randall, secy

HOWARD LAKE—Wright County Agricultural Society Sept. 27 to 29. W. J. Fousley, pres.; R. C. Workman, treas.; J. C. Holbrook, secy.

HUTCHISON—McLead County Fair. Sept. 14 to 16. H. H. Pennoyer, pres.; L. P. Harrington, secy.

JACKSON—Fair. Sept. 22 to 24. H. Y. Anderson, secy.

KASSON—Dodge County Fair Association. Sept. 20 to 23. E. E. Van Ornurn, Ortonville, pres.; Aug. E. Anderson, treas.; A. A. Huelster, secy.

LITCHFIELD—Meeker County Agricultural Society. Sept. 22 to 24. John Shields Darwin, pres.; A. R. Montfort, treas.; H. I. Peterson, secy.

LUVERNE—Rock County Fair. Sept. 20 to 22.

LONG PRAIRIE—Todd County Agricultural Society. Sept. 14 to 16. H. H. Budgett, pres.: C. H. Ward, treas.; A. S. Strauss, secy.

MADISON—Lac Oui Parle County Agricultural Society. Sept. 15 to 17. J. F. Rosenwald, secy.

MADISON—W. P. Hubbs, pres.; P. G. Jacobson, treas.

MINNEAPOLIS—Street Fair. Sept. 5 to 12.

MOORHEAD—Street Fair. September.

MORA—Kanabec County Fair Association. Sept 28 to 30. Orlander Stauble, pres.; Geo.H. Neubert, treas.; C. H. Sydick, secy.

MORRIS—Stevens County Agricultural Society. G. C. Towner, pres.; Samuel Larron, treas.; D. T. Wheaton, secy.

NEW ULM—Brown County Agricultural Society. Sept. 1 to 3. Ferd. Sinn, pres.; Henry Sonsen, treas.; S. W. Helmann, secy.

OWATONNA—Steele County Agricultural Society. Clarke Chambers, pres.; N. J. Schafer. treas.; J. Frank Dean, secy.

PARK RAPIDS—Shell Prairies County Fair. Sept. 15 and 17.

PIPESTONE—County Fair. Sept. 28 to 30.

PRESTON—Fillmore County Fair. Sept. 12 to 15. J. C. Mills, pres.; A. W. Thompson, secy.

REDWOOD FALLS—Redwood County Agricultural Society. Sept. 21 to 23. John P. Cooper, pres.; G. E. McKay, treas.; O. L. Dornberg, secy.

ROCHESTER—Southern Minnesota Fair Association. Sept. 12 to 15. C. N. Stewart, pres., T. H. Titus, treas.; Jas. A. Bear, secy

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Elmwood Driving Park, Sept. 6, 7, 8 and 9, 1898.

RUSH CITY—Chisago County Fair Association. Sept. 15 and 16. Geo. H. Markham, pres.; J. J. Flynn, treas.; J. W. Roble, secy.

ST. JAMES—Agricultural Association of Watonwan County. Sept. 5 to 7. M. S. Crowley, pres.; F. O'Meara, treas.; F. B. Lynch, secy.

ST. PAUL—State Fair. Sept. 5 to 10.

ST. PETER — Nicollet County Agricultural Society. September. Henry Moll, pres.; H. S. Sackett, treas.; John A. Johnson, secy.

ST. VINCENT—St. Vincent Union Industrial Association. October. Chas. Clow, pres., Humboldt; A. Gamble, treas.; W. G. Deacon, secy.

WASECA—Waseca County Fair. Sept. 21 and 23. John Noonan, pres.; Allen S. Hawkes, treas.; Geo. H. Remund, secy.

WINONA—Winona Street Fair Association. E. S. Mead, pres.; A. C. Root, treas.; James Manly, secy.

MISSISSIPPI.

NATCHEZ—Natchez Fair Association. Oct. 17 to 22. R. I. Metcalfe, secy.

VICKSBURG—West Mississippi Agricultural, Mechanical and Live Stock Exposition. Oct. 24 to 29. Patrick Henry, pres.; J. A. Conway, treas.; Frank H. Andrews, secy.

MISSOURI.

ALBANY—Sept. 6 to 9. S. W. Clark, secy.

BLOOMFIELD—Central Fair and Stock Association. Aug. 30 to Sept. 3. Thos. Connelly, pres.; J. B. Buck, treas.; D. Wilcox. secy.

CALIFORNIA—Sept. 20 to 23. H. C. Stevenson, secy.

CAPE GIRARDEAU—Cape Girardeau Fair & Park Association. Oct. 11 to 15. G. C. Thilenius, pres.; E. H. Engelman, secy.

CARROLLTON—Carroll County Fair Association. Sept. 6 to 9. F. J. White, pres.; R. P. Queen, secy.

CARTHAGE—Market Fair. Sept. 27 to 30. J. P. Newell.

CENTRALIA—Centralia Fair Association. Sept. 6 to 10.

HARRIS—Harris District Fair. Aug. 22 to 26. Dr. W. H. Watson, secy.

HARRISONVILLE—Sept. 6 to 9. T. W. Clements, secy.

HERMANN—Sept. 2 and 3. N. C. Boeing, secy.

HOLDEN—Johnson County Agricultural and Mechanical Fair Association. Aug. 20 to Sept. 2. Wm. Steele, pres.; Dr. T. H. Barrett. treas.; T. D. Kennedy, secy.

HUNTSVILLE—Huntsville Fair Association. Dr. W. P. Terrill, pres.; P. L. Vasse, treas.; J. J. Baker, secy.

KAHOKA—Clark County Agr. & M. Association. Aug. 30 to Sept. 2. Joseph Vandoldt, secy.

KENNETT—Oct. 19 to 22. Lee Shelton, secy.

LEE'S SUMMIT—Jackson Agricultural and Mechan. Society. Sept. 27 to 30. E. T. Browning, pres.: L. Lamkin, jr., secy.

LIBERTY—Inter-Township Fair Association of Clay County. Sept. 6 to 9. J. B. Garth, pres.; T. J. Woonall, treas.; C. E. Yancey, secy.

LOCKWOOD—Sept. 27 to 30. A. J. Young, secy.

MEMPHIS—Scotland County Fair Association. Sept. 6 to 9. A. N. Hicks, Wyaconda, pres.: S. M. Smith, treas.; N. M. Pettingill, secy.

MEXICO—Street Fair. October.

MILAN—Sullivan County Fair. Aug. 31 to Sept. 3. Cary B. Long, secy.

NEVADA—Vernon County Fair Association.

NEVADA—Sept. 20 to 23. C. F. Strohm, secy.

PLATTE CITY—Platte County A., M. & S. Association. Aug. 30 to Sept. 3. D. A. Chestnut, pres.; A. R. Jack, treas.; Wm. Forman, secy.

POPLAR BLUFF—Butler County Agricultural and Mechanical Association. Oct. 11 to 15. W. S Randall, pres.; T. F. Ray, treas.; A. Mast, secy.

PRINCETON—Mercer County Fair. Jas. H. Moss, secy.

RICH HILL—Rich Hill Fair Association. Sept. 13 to 16. Ed. Crabb, pres.; W. W.

ROCK PORT—The Rock Port Fair. Sept. 13 to 16. E. O. Bird, secy.

Ferguson, treas.; S. T. Broaddus, secy.

SARCOXIE — Tri-County Fair Association. Sept. 13 to 16. Wesley Ralston, Parshley, pres.; H. B. Boyd, treas.; R. L. Hottel, secy.

SPRINGFIELD—Springfield District Fair and Exposition Association. Sept. 12 to 16. H. T. Denton, secy.

SPRINGFIELD—Queen City Fair. Sept. 26 to Oct. 1. W. A. Dennis, secy.

ST. LOUIS—State Fair. Oct. 3 to 8. Robt. Aull, pres.; W. M. Lockwood, treas.; Jos. A. Murphy, secy.

SPRINGFIELD—Oct. 4 to 7. H. F. Denton, secy.

TRENTON—Trenton County Fair. Sept. 13 to 16.

MONTANA.

BILLINGS—Yellowstone Fair Association. Sept. 27 to 30.

DILLON—Dillon Fair and Racing Association. Sept. 21 to 24. Chas. H. Padley, pres.; B. N. Stevenson, secy.; G. T. Paul, treas.

GREAT FALLS—Cascade County Farmers, Miners and Mechanics Fair Association. Sept. 20 to 23. C. F. Stark, pres.; Gold F. Curtis, treas.; C. C. Cochran, secy.

LEWISTOWN—Fergus County Agricultural Mineral and Stock Association. September. David Hitger, pres.; F. E. Wright, treas.; G. W Cook, secy.

MISSOULA—Western Montana Fair.

NEBRASKA.

Bassett—Rock County Agricultural Society. A M. Brinckerhoff, Cuba, pres.; J. D. Brayton, treas.; N. T. Phillips, secy.

BERTRAND—Phelps County Agricultural Society. Oct. 4 to 7. C. C. Gibbons, pres.; A. J. Sandstrom, treas.; F. P. McCormick, secy.

NOTICE

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BLAIR—Washington County Agricultural Society. No fair this year. A. C. Jones, pres.; F. W. Kenny, jr., treas.; C. T. Farnham, secy.

BROKEN BOW—Custer County Agricultural Society. Sept. 13 to 16. L. H. Jewett, pres.; E. F. McClure, treas.; E. R. Purcell, secy.

CENTRAL CITY—Merrick County Agricultural Society. Sept. 14 to 16. M. Cuddington, secy.

CHADRON—Dawes County Agricultural Society. Sept. Chas. Mann, pres.; W. Wilson, treas.: B. F. Pitman, secy.

CLAY CENTRE—Clay County Agricultural Society. Sept. 20 to 24. B. W. Campbell, pres.; H. E. McDowell, treas.; L. F. Fryar, secy.

CULBERTSON—Hitchcock County Agricultural Society. Sept. 5 to 7. W. Z. Taylor, secy.

ELWOOD—Gosper County Fair Association. Sept. 21 to 24. W. T. Partenson, pres.; A. Dow, treas.; A. M. White, secy.

FRANKLIN—Franklin County Agricultural Society. Sept. 28 to 30. H. M. Warriner, pres.; Herman Platt, treas.; Asa Blackledge, secy.

GENEVA—Fillmore County Agricultural Society. Sept. 13 to 1 6. H. R. Deming, pres.; W. S. Huston, treas.; W. H. Stewart, secy.

HARTINGTON—County Fair. Sept. 14 to 16. Z. M. Baird, secy.

INDIANOLA—Red Willow County Agricultural Society. Sept. 13 to 16. S. R. Smith, pres.; L. L. Miller, treas.; W. A. M. Cool, secy.

LINCOLN—Lancaster County Fair. Sept. 27 to 30. O. W. Webster, pres.; S. R. Hall, Prairie Home, treas.; H. C. Young, secy.

MADISON—Madison County Fair. Sept. 13 to 16. H. F. Barney, pres.; J. L. Rynearson, secy.

OMAHA—No Fair in 1898. Milton Doolittle, pres., North Platte; Edmund McIntyre, treas., Seward; Robt. W. Furnas, secy., Brownville.

PAWNEE—Pawnee County Fair Association. Sept. 13 to 16. C. A. Schappel, secy.

PLATTSMOUTH—County Fair. Sept. 27 to 29. C. D. Cummins, secy.

SYRACUSE—Fair. Sept. 20 to 22. F. E. Brown, secy.

TECUMSEH—Johnson County Agricultural and Mechanical Association. Sept. 27 to 30. Theo. Smith, pres.; A. O. Shaw, treas.; A. W. Buffum, secy.

WILBER—Sabire County Agricultural Society. Sept. 13 to 16. Geo. H. Ross, pres.; S. L. Davis, secy.

YORK—York County Agricultural Society. Sept. 5 to 8. W. H. Reader, pres.; W. A. Dean, treas.; Geo. S. Cook, secy.

NEVADA.

CARSON CITY—Ormsby County Agricultural Association, District No. 1, State of Nevada. Sept. 26 to 30. A. Livingston, pres.; Bullion Exchange Bank, treas.; Wm. Henry Doane, secy.

NEW HAMPSHIRE.

BRISTOL—Bristol Agricultural Association. Aug. 30 to Sept. 1. E. C. Merrill, South Alexandria, pres.; C. E. Davis, treas.; Z. E. Tilton, secy.

CANAAN—Mascoma Valley Agricultural Association Sept. 12 to 14. Alvin Davis, pres.; H. A. Gilman, treas.; E. M. Allen, secy.

BRADFORD—Bradford and Newburg Association. Sept. 27 to 29. Jonathan Rowe, pres., Newburg: J. Albert Tenslee, treas.; T. O. Melvin, secy.

KEENE—Cheshire County Grange Fair Association. Sept. 6 to 8. W. C. Ellis, pres.; D. M. Spaulding, treas.; F. K. Jewett, secy.

LACONIA—Belknap Agricultural Park. J. P. Clay, Son & Co., lessees.

LONDONDERRY—Londonderry County Fair. Sept. 21.

PITTSFIELD—Catamount Fair Association. Sept. 20 to 22. F. S. Jenkins, secy.

PLYMOUTH—Plymouth Fair Association.

RAYMOND—W. Rockingham Pomona Grange Fair. Sept. 21 and 22. E. Dana Sanborn, of Fremont, gen'l. supt.

ROCHESTER—Rochester Fair Association. Sept. 13 to 16. Hon. I. W. Springfield, South Walford, pres.; A. W. Hayes, treas.; A. S. Parshley, secy.

TILTON—New Hampshire Grange Fair Association. Sept. 6 to 8.

WARNER—Merrimac County Grange Fair. Sept. 21 and 22.

NEW JERSEY.

MOUNT HOLLY—Burlington County Agricultural Society. David C. Wells, Columbus, secy.

SOMERVILLE—Somerset County Fair. Sept. 13 to 15. Wm. V. Steele, pres.; C. L. Voorheis, treas.; A. P. Sutphin, secy.

TRENTON — Inter-State Fair Association. Sept. 26 to 30. John Taylor, pres.; A. R. Kuser, treas.; John G. Muirheid, secy.

WAVERLY—New Jersey State Agricultural Society. Sept. 5 to 9. W. L. Tompkins, pres.; P. T. Quinn, secy.

NEW MEXICO.

ALBUQUERQUE—Territorial Fair Association. Oct. 4 to 8. J. E. Saint, secy.

RATON—Northern New Mexico Fair Association. C. M. Bayne, pres.; C. F. Remsburg, treas.; D. G. Dwyer, secy.

SANTA FE—Horticultural Society of New Mexico. Sept. 7 to 9. L. Bradford Prince, pres.; Solomon Spiegelberg, treas.; Jose D. Sena, secy.

NEW YORK.

AFTON—Afton Driving Park and Agricultural Association. Sept. 20 to 23. Fred. CChurch, pres.; J. H. Nickerson, treas.

ALBANY—Albany County Fair Association.

ALBION—Orleans County Agricultural Society. Sept. 22 to 24. E. A. Rowley, pres.; A. W. Barnett, treas.; L. H. Beach, secy.

ALTAMONT — Albany County Agricultural Society and Exposition. Sept. 12 to 15. R. J. McCauley, Albany, pres.; C. M. Frederick treas.; Leslie Allen, secy.

AMENIA—Eastern Duchess Agricultural Park Association. Chas. E. Smith, secy.

AMSTERDAM—Amsterdam Fair and Driving Asociation. John Bartholomew, secy.

ANGELICA—Allegheny County Agricultural Society. Sept. 13 to 15. E. S. Bartlett, pres.; F. H. Jackson, treas.; H. E. Dudley, secy.

ANTWERP—Antwerp Union Agricultural Society. Jas. W. Johnson, secy.

BATAVIA—Genesee County Agricultural Society. Sept. 19 to 22. T. T. Miller, pres., Byron; C. D. Harris, treas., Elba; Albert E. Brown, secy.

BATH—Sept. 27 to 30. Barnet L. Retan, Bradford, pres.; E. Clarence Bennett, treas.; Chas. A. Shults, secy.

BINGHAMTON—Industrial Exposition. Sept. 27 to 30. J. E. Rogers, pres.: U. S. Stevens, treas.; Henry S. Martin, secy. Motion carried, 23 to 6.

BROCKPORT—Brockport Union Agricultural Society. Sept. 28 to Oct. 1. Elias Garrison, pres.; Robt. C. Hull, treas.; Geo. B. Harmon, secy.

BROOKFIELD—49th Annual Brookfield Fair. Sept. 19 to 22. H. L. Scooner, pres.; B. G. Stillman, Jr., treas.; N. A. Crumb, secy.

BOONVILLE — Boonville Fair Association. Sept. 6 to 9. Frank W. Smith, pres.; E. G. Palmer, treas.; W. H. McClusky, secy.

CAMBRIDGE—Cambridge Valley Agricultural Association. Aug. 30 to Sept. 2. Jerome B. Rice, pres.; Henry A. Qua, treas.; John L. Pratts, jr., secy.

CANANDAIGUA—Ontario County Agricultural Society. Sept. 20 to 22. R. M. Lee, pres.: Jas. S. Hickox, treas.; Homer J. Reed secy.

CANTON—St. Lawrence County Agricultural Society. Sept. 13 to 16. A. T. Martyn, pres. and secy.; C. J. Perkins, treas.

CAPE VINCENT—Cape Vincent Agricultural Association. Sept. 13 to 16.

CARMEL—Putnam County Agricultural Society. Aug. 30 to Sept. 2. George R. Cole, secy.

CAPE VINCENT—Cape Vincent Agricultural Society.

CATTARAUGUS—Iroquois County Fair. Sept. 20.

CHATHAM—Columbus County Agricultural Society. Sept. 6 to 9. J. P. Mickle, pres., H. J. Barringer, treas.; W. A. Dardess, secy.

COBLESKILL—Cobleskill Agricultural Society. Sept. 19 to 22. O. F. Nelson, pres.; M D. Borst, treas.; S. C. Shaver, secy.

CANTON—St. Lawrence County Agricultural Society.

COHOCTON—Cohocton Agricultural Society. Sept. 12 to 14. W. W. Babcock, manager; W. B. Lahy, secy.

COOPERSTOWN—Otsego County Agricultural Society. Sept. 19 to 21. A. S. Potts, pres.; H. K. Murdock, treas.; F. L. Quaif, secy.

CUBA—Cuba Fair. Sept. 13 to 16. Geo. Amsden, pres.; Geo. H. Swift, secy.

DANSVILLE—Street Fair. September.

DELHI—Delaware County Agricultural Society. Sept. 6 to 8. W. H. Fisher, pres.; W D. Smith, treas.; R. P. McIntosh, secy.

DRYDEN—Dryden Agricultural Society. Sept. 20 to 22. S. G. Lupton, pres.; D. J. Wheeler, treas.; J. B. Wilson, secy.

DUNDEE—Dundee Fair Association. Oct. 4 to 6. Andrew Harpending, pres.; O. J. Watson, treas.; O. J. Bigelow, secy.

ELLENVILLE—Ulster County Fair. Sept. 6 to 8.

ELMYRA—Chemung County Agricultural Society. Sept. 5 to 9. Frank J. Cassada, pres.; Geo. McCann, secy.

FONDA—Montgomery County Agricultural Society. Aug. 29 to Sept. 1. Hon. Z. D. Westbrook, Amsterdam, pres.: Wm. Miles, Fultonville, treas.; J. B. Martin, secy.

FORT EDWARD—Washington County Fair. Sept. 6 to 9.

FRANKLINVILLE—Franklinville Agricultural and Driving Park Association. Sept. 6 to 9. W. A. Day, pres.; L. S. Ely, treas.; E. E. McNall, secy.

GENESEO—Livingston County Fair.

GLOVERSVILLE — Gloversville Fair and Driving Association. Louis Levi, secy.

GOUVENEUR—Gouveneur Agricultural and Mechanical Association. Aug. 30 to Sept. 2. J. H. Abbott, pres.; F. J. Whitney, treas.; F. H. Smith, secy.

GREENE — Riverside Agricultural Society. Sept. 13 to 16. Curtis Winston, pres.; J. E. Julian. treas.; J. E. Bartoo, secy.

HAMBURGH—Erie County Agricultural Association. Sept. 13 to 17. E. E. Hepp, pres., Armour, N.Y.; J. A. Kloepher, treas., Hamburg; G. P. Dick, secy., Willink.

HEMLOCK—Hemlock Lake Union Agricultural Society. Oct. 4 and 5. R. R. Short, secy.

HERKIMER—Herkimer County Agricultural, Horticultural and Mechanical Arts. Sept. 6 to 8. J. W. Humphrey, Mohawk, pres.; G. A. Rasbach, treas.; I. P. Rasbach, secy.

HONEOYE FALLS—Honeoye Falls Driving Park and Fair Association. Sept. 28 and 29. Aaron Mather, pres.; E. G. Brooks, secy.

HUDSON—Columbia Agricultural and Horticultural Association. Aug. 31 to Sept. 2. Delbert Dinehart, West Copake, pres.; Fred. S. Hallenbeck, treas.; W. H. Browning, secy.

HUNTINGTON—Huntington Fair. Jesse L. Smith, secy.

ITHACA—Tompkins County Agricultural and Horticultural Society. Sept. 6 to 9. C. S. Seamon, pres.; E. D. Shurter, treas.; A. G. Genung, secy.

JOHNSTOWN—Fulton County Agricultural Society. Sept. 5 to 8. Wm. T. Briggs, pres.: David A. Hays, treas.; Eugene Moore, secy.

LANCASTER—Union Agricultural Fair Association. Geo. Sutton, Buffalo, secy.

LITTLE VALLEY—Cattaraugus County Agricultural Society. Aug. 30 to Sept. 2. J. H. Wilson, secy.

LOCKPORT—Niagara County Agricultural Society. Sept. 22 to 24. G. H. Bradley, pres.; Lake Road; J. S. Woodward, treas.; Chas. A. Warren, secy.

LOWVILLE—Louis County Agricultural Society. Sept. 13 to 16. A. M. Seymour, pres., Copenhagen; Ira Sharp, treas.; W. S. Windecker, secy.

LUMBERTON—Robescn County Fair. Nov. 2 to 4. Geo. B. McLeod, pres.; Frank treas., Indian Fields; P. R. whitbeck, Indian Fields, N. Y., secy.

LYONS—Wayne County Agricultural Society. Sept. 15 to 17. Wm. Weeks, pres.; E. D. Leonard, treas.; N. D. Lapham, secy.

MALONE—Franklin County Agricultural Society. Sept. 27 to 30. E. W. Lawrence, pres.; Thos. Adams, treas.;; W. J. Mallen, secy.

MIDDLETOWN—Orange County Agricultural Society. Sept. 13 to 16. Hon. August Denniston, pres., Newbourg; Cornelius Macardell, treas.; David A. Morrison, secy., Newbourg.

MONTICELLO—Sullivan County Fair. Aug. 30 to Sept. 2.

MORRIS—Butternut Valley Agricultural and Horticultural Association. Sept. 27 to 29. C. A. Brown. pres.; D. I. Lawrence, treas.; D. C. Winton, secy.

NAPLES—Sept. 27 to 29. T. V. Granby, secy.

NASSUA—Rensselaer Agricultural and Liberal rts Society. Sept. 20 to 23. Gardner P. Marcy, pres.; Chas. E. Huested, treas.; Delmer Lynd, secy.

CHARLEVOIX CO. FAIR. EAST JORDAN MICH.

Sept. 21-23, 1898. Grand Exhibits. Large Purses. F. A. KENYON, sec.

WANTED—Special attraction for fair grounds. Three days, Oct. 5, 6, 7. Continuous performance each afternoon. Musical preferred. Address A. H. ALE, Sec., Cass City, Mich.

WEST POINT FAIR. Sept. 27-30. Great place for auctioneers, jewelry and notion men. Also first-class shows and attractions. No gambling, grafting nor midway attractions wanted. JOHN WALLJASPER, Sec., West Point, Iowa.

WANTED.

A good troupe to give open air concerts October 5 and 6. Address,

FRANK RATHBURG,
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Attendance 100,000 Write for particulars to

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C. E. RUSSELL, Secretary, Cadillac, Mich

NEWARK VALLEY—Northern Tioga Agricultural Society. Aug. 31 to Sept. 1. Stephen L. Ball, Berkshire, pres.; E. F. Belden, Richford, treas.; G.E. Purple, secy.

NEW CITY—Rockland County Industrial Association. Sept. 6 to 9. J. E. Vanderbilt, pres.; M. S. Cropsey, treas.; J. E. Barber, secy.

NEW YORK CITY—Driving Club of N. Y.

NORWICH—Chenango County Agricultural Society. Aug. 30 to Sept. 2.

OGDENSBURG—Ogdensburg Fair. Sept. 6 to 8. W. H. Daniels, pres.; John B. Tyo, secy.

ONEONTA—Oneonta Fair. Sept. 12 to 15. Hon. W. L. Brown, pres.; H. M. Bard, treas.; S. L. Huntington, secy.

ORANGEBURG—Rockland County Fair. Sept. 12 to 15.

OSWEGO FALLS—Oswego County Agricultural Society. Sept. 13 to 16. H. H. Merriam, pres.; Jay C. Harrington, Fulton, treas.; Fred. G. Spencer, Fulton, secy.

OWEGO—Tioga County Agricultural Society. Sept 13 to 15. Geo. M. Griswold, pres.; J. M. Hastings, treas.; L. W. Kingman, secy.

PALATINE BRIDGE—West End Agricultural Association. E. B. Burnap, Canajohrie, secy.

PALMYRA—Palmyra Union Agricultural Society. Sept. 23 and 24.

PENN YAN—Yates County Agricultural Society. Sept. 20 to 23. Ira R. Brundage, pres. W. W. Remer, treas.; A. F. Angell, Italy Hill, secy.

PERRY—Silver Lake Agricultural and Mechanical Association. Sept. 28 and 29. W. L. Chapin, pres.; J. H. Watson, treas.; W. W. Grieve, secy.

PLATTSBURGH—Clinton County Agricultural Society. Sept. 13 to 16. W. T. Burleigh, secy.

POTTSDAM—Racket Valley and St. Regis Valley Agricultural and Horticultural Society. Sept. 20 to 22. W. E. Clark, pres.; E. A. Everett, treas.; D. B. Barnett, secy.

POTTERSVILLE—Glen Dale Agricultural Society. Sept. 27 to 30. Chas. H. Faxon, pres., Chesterton; F. A. Griswold, treas.; Jas. A. Skiff, secy.

POUGHKEEPSIE—Duchess County Agricultural Society. Sept. 6 to 9. Reg. W. Rives, pres., New Hamburg; Aug. B. Gray, treas.; Ferdinand R. Bain, secy.

PRATTSVILLE—Prattsville Agricultural and Horticultural Association. Sept. 12 to 14.

RED HOOK—Red Hook Agricultural Club. Sept. 14 to 16. Daniel W. Wilbur, pres., Luther L. Stillman, treas.; John W. Bain, secy.

RICHFIELD SPRINGS—Richfield Springs Agricultural Association. Sept. 26 to 28.

RIVERHEAD—Suffolk County Agricultural Society. Sept. 27 to 29. Hon. J. S. Havens, Patchogue, pres.; Geo. W. Cooper, treas.; Sylvester M. Foster, secy.

ROCHESTER—Western New York Agricultural Society. Sept. 13 to 15.

ROME—Oneida County Agricultural Society. Sept. 12 to 16. C. A. Pratt, Verona, pres.; W. D Reese, treas.; J. B. Ceeshman, Verona, secy.

SANDY HILL—Washington County Agricultural Society.

SCHENEVUS—Schenevus Valley Agricultural Society. Sept. 15 to 17. G. E. Guy, pres., Schenevus; E. J. Goddard, treas., Schenevus; E. E. Brownell, secy., Schenevus.

SCHOHARIE—Schoharie County Agricultural Society. Sept. 26 to 30. Daniel W. Jenkins, Central Bridge, pres.; La Grange Van Tuyl, treas.; H. F. Kingsley, secy.

SHAVERTOWN—Shavertown Fair. Sept. 13 to 15.

SIDNEY—Sidney Fair Association. Sept. 13 to 15.

Stamford—Stamford Agricultural Society. Aug. 30 to Sept. 2. H. P. Hubbell, pres.; H. C. Lawrence, treas.; E. W. Landon, secy

SYRACUSE—State Fair. Aug. 29 to Sept. 4. Gen. Benj. F. Tracy, of Brooklyn, pres.; W. Judson Smith, treas., Syracuse; Jas. B. Docharty, secy., Albany.

TROUPSBURG—Southern Troupsburg Agricultural Society. Sept. 6 to 9. Henry Simpson, pres.; W. N. Griggs, treas.; James B. Potter, secy., S. Troupsburg.

TRUMANSBURG—Union Agricultural and Horticultural Society. Sept. 13 to 15. J. T. Howe, pres.; H. H. Mosher, treas.; Myron Boardman, secy.

VERNON—Vernon Agricultural Association. Sept. 28 and 29.

WALTON—Delaware Valley Agricultural Association. Aug. 30 to Sept. 2.

WARSAW—Wyoming County Fair. Sept. 13 to 15 E. T. Montgomery, pres.; John Underhill, treas.; Merritt B. Hale, secy.

WASHINGTON HOLLOW—Central Duchess Agricultural Association. A. S. Coffin, Oak Summit, secy.

WATERLOO—Seneca County Agricultural Society. Sept. 27 to 29. Daniel Yost, pres.; Leonard Story, treas.; Edward Nugent, secy.

WATERTOWN—Jefferson County Agricultural Society. Sept. 6 to 9. Frank M. Parker, pres.; C. E. Hadcock, treas.; W. R. Sheels, secy.

WATERVILLE—Sangerfield Driving Park and Agricultural Association. R. Wilson Roberts, secy.

WATKINS—Schuyler County Agricultural Society. Sept. 27 to 30. Jas. B. Frost, Montour Falls, pres.; F. W. Fiero, treas.; B. L. Piper, secy.

WELLSVILLE—Wellsville Fair Association. J. B. Jones secy.

WEST PHOENIX—Phoenix Union Agricultural Society. Sept. 20 to 22. John Obrien, Phoenix, pres.; N. A. Hughes, Phoenix, treas.; Jas. A. Pendergast, Phoenix, secy.

WHITE PLAINS—Society of Agriculture and Horticulture of Westchester County. Sept. 26 to Oct. 1. Jas. Hopkins, pres., Armonk; Joseph B. Lee, treas.; Edwin B. Long, secy.

WHITNEY'S POINT—Broome County Agricultural Society. Harry J. Wattles, pres.; P. H. Landers, treas.; F. E. Allen, secy. Sept. 6 to 9.

WESTPORT—Essex County Agricultural Society. Sept. 19 to 22. W. A. Tucker, pres., Boquet; A. J. Daniels, treas.; C. E. Stevens, secy.

NORTH CAROLINA.

BURLINGTON—Almanance Fair Association. Sept. 20 to 22. S. H. Watt, secy.

ELIZABETH CITY—Albemarle Park Fair. Dr. H. T. Aydlett, secy.

RALEIGH—North Carolina Agricultural State Fair. Oct. 24 to 29. John L. Cunningham, pres., Cunningham; John Nicnois, treas.; John Nichols, secy.

WINSTON—Piedmont Tobacco Fair Association. November. A. B. Gorsell, pres.; T. L. Vayhes, treas.; G. E. Webb, secy.

LUMBERTON—Robeson County Fair. Oct. 24 to 26. Geo. B. McLeod, pres.; Frank Gough, secy.

FAYETTEVILLE—Cumberland County Agricultural Society. November. Walter Watson, pres.; G. W. Lawrence, treas.; G. W. Lawrence, secy.

NORTH DAKOTA.

MANDAN—Morton County Fair Association. Sept. 27 to 30. Geo. W. Harmon, pres.; D. R. Taylor, treas.; C. L. Timmerman, secy.

OHIO.

ADA—Ada Tri-County Fair. Oct. 4-7. John P. Connor, pres.; M. E. Cunningham, treas.; Agnew Welsh, secy.

AKRON—Summit County Agricultural Society. Oct. 4-7. M. L. Sprankle, pres.; G. W Brewster, treas.; Albert Hale, secy.

AKRON—Street Fair. August.

ASHLAND—Ashland Fair Co. Aug. 30 to Sept. 2. R. J. Simonton, pres.; J. Cahm, treas.; A. W. Fritzinger, secy.

BELLEFONTAINE—Logan County Agricultural Association. Oct. 4-7. David Fuson, Logansville, pres.; C. L. Rogers, Degraff, treas.; E. Pat Chamberlain, secy.

BELLEVUE—Bellevue Fair Co. Gus Dangeleisen secy.

BELLEVILLE—Free Street Fair. Sept. 7 and 8.

BEREA—West Cuyahoga County Agricultural Society. Sept. 20-23. L. M. Coe, pres.; W. J. Poots, Strongville, treas.; C. H. Busby, secy.

BOWLING GREEN—Wood County Agricultural Society. Sept. 26 to Oct. 1. Moses A. Mathing, Custer, pres.; E. B. Bowerstock, treas.; W. S. Haskell, Bowling Green, secy.

BUCYRUS—Crawford County Agricultural Society. Sept. 20-23. J. A. McMichael, pres.; Michael Auck, treas.; B. Beal, secy.

BURTON—Geauga County Agricultural Society. Sept. 6-9. E. L. Strong, Huntsburgh, pres.; H. C. Tuttle, treas.; P. W. Parmelee, secy.

CADIZ—Harrison County Agricultural Society. Oct. 5-7. C. R. Tipton, pres.; S. R. Hamilton, treas.; J. G. Millikin, secy.

CALDWELL—Caldwell Fair. Sept. 21-23. David Miller, pres.; John Emmons, treas.; I. B. Phillips, secy.

CANAL DOVER—Tuscarawas County Agricultural Society. Sept. 20-23. J. L. Kenndy. New Philadelphia, pres.; V. Wentz, treas. H. W. Streb, secy.

CANFIELD—Mahoning County Agricultural Society. Sept. 27-29. N. Newton, Boardman pres. S. A. Fogg, treas.; B. Manchester Hickory, secy.

CANTON—Street Fair. Sept. 5 to 10.

CANTON—Stark County Agricultural Society. Sept. 27-30. C.M. Welty, No. Industry, pres.; H. A. Wise, treas.; J. H. Lehman, secy.

CARROLLTON—Carroll County Fair. Sept. 28-30. Wm. S. Smeltz, Jr., pres.; Thos. J. Saltsman, treas.; C. A. Tope, secy.

CHAGRIN FALLS—Cuyahoga County Agricultural Society. Sept. 13-16. L. R. Dunham, Bedford, pres.; W. E. Rodgers, treas.; Geo B. Huggett, secy.

COLUMBUS—State Fair. Aug. 29 to Sept. 3. B Cordwell, Batavia, pres.; J. C. Bower, treas.; W. W. Miller, secy.

COSHOCTON—Coshocton Agricultural Association. Oct. 11 to 14. Ed. M. Hanlon, pres.; Corwin McCoy, treas.; Robt. Boyd, secy.

CROTON—Hartford Central Agricultural Society. Sept. 6 to 9. Wm. Moore, pres., Homer; J. Coleman, treas.; L.S. Clark, secy.

DAYTON—County Fair. Oct. 4 to 7. J. McLain Smith, pres.; Samuel Wampler, treas.; W. J. Ferguson, secy.

EATON—Preble County Fair. Sept. 26 to 30. J. C. Anderson, Camden, pres.; C.F. Brook, Jr., treas.; Henry H. Farr, secy.

ELYRIA—Lorain County Agricultural Society. Sept. 13 to 16. J.L. Reed, N. Ridgeville, pres.; J. E. Willard, treas.; W. B. Johnston, secy.

FINDLAY—Hancock County Agricultural Society. Oct. 12 to 15. W. A. Williamson, Mt. Cory, pres.; Geo. P. Jones, treas.; M. C. Green, Mt. Blanchard, secy.

FOSTORIA—Northwestern Ohio Fair Co. Sept. 13 to 16. N. Saltsman, pres.; N. Burtscher, treas.; E. A. Schubert, secy.

FREMONT—Sandusky County Fair. Oct. 4 to 7. W. J. Smith, pres.; Wm. Gabel, treas.; J. C. Overmeyer, secy.

GALION—Street Fair. Sept. 1 and 2. Mr. Bechtol, pres.

GALLIPOLIS—Gallipolis Fair. Sept. 13 to 16. Chas. D. Bailey, pres.; Geo. B. Little, treas.; P. T. Wall, secy.

GEORGETOWN—Brown County Fair. Oct. 4 to 7. V. K. Thompson, pres.; Ben B. Whiteman, treas.; J. W. Hedrick, Russellville, secy.

GREENSBURG—Greensburg Street Fair. Oct. 3 to 8.

HAMILTON—Butler County Fair. Oct. 3 to 7 J. A. Slade, pres.; L. M. Larsh, treas.;

HICKSVILLE—Hicksville Fair Co. Sept. 13 to 16. J. E. Coburn, secy.

HILLSBORA—Highland County Fair Co.

JEFFERSON—Ashtabula County Agricultural Society. Sept. 20 to 23. H. H. Poole, Conneaut, pres.; C. L. Taylor, treas.; C. C. Babcock, secy.

KENTON—Hardin County Agricultural Society. Sept 13 to 16. W. I. Huffard, Ada, pres.; Horton Park, treas.; J. H. Rummell, secy.

LANCASTER—Fairfield County Agricultural Society. Oct. 12 to 15. Daniel Arumley, pres.; C. B. Whiley, treas.; W. T. McClenoghan, secy.

LEBANON—Warren County Fair Association. Sept. 20 to 23. Huse Bone, pres.; F. M. Cunningham, treas.; Geo. W. Carey, secy.

LIMA—Allen County Fair. Sept. 20 to 23. Abraham Harrod, pres.; E. W. Enslen, Elida, treas.; T. B. Bowersock, secy.

LISBON—Clark County Fair. Aug. 23 to 26. T. L Calvert, Selma, pres.; J. C. Agie, Plattsburgh, treas.; Wm. Jenkins, Seth, secy.

LISBON—Columbiana County Fair. Sept. 13 to 15.

LONDON—Madison County Agricultural Association. Sept. 6 to 9. Chas. A. Wilson, Summerford, pres.; M. L. Rea, treas., E. Pancake, secy.

MANSFIELD—Mansfield Trotting Association.

MASSILLON—Business Men's Street Fair. September. Mayor Wise, pres.; J. H. Hunt, treas.; C. M. Whitman, secy.

MARIETTA—Washington County Fair. Sept. 13 to 16. Ed. Flanders, pres.; J. H. McConnell, treas.; Henry G. Bohl, secy.

MARION—Marion County Fair. Sept. 27 to 30. W. F Hurr, Martel, pres.; D. M. Odaffer, treas.; J. E. Waddell, secy.

MARYSVILLE—Union County Agricultural Society. Oct. 4 to 7. Dr. T. B. Shields, pres., Watkins; C. S. Chapman, treas.; E. W. Porter, secy.

McCONNELLSVILLE—Morgan County Agricultural Society. Sept. 6 to 8. John G. Walker, pres.; J. W. McElhinny, treas.; M. E Danford, secy.

MEDINA—Medina County Agricultural Society. Sept. 6 to 8. E. S. Bissell, pres., Le Roy; Blake Hendrickson, treas.; Hiram Goodwin, secy.

MILLERSBURG—Holmes County Agricultural Society. J. N. Johnson, Paint Valley, pres.; W. G. Rudy, treas.; G. F. Gilbert, secy.

MONTPELIER—Montpelier Fair. Sept. 6 to 9. J. C. Halloway, pres.; A. P. Rothenberger, treas.; C. C. Lattannar, secy.

MT. GILEAD—Morrow County Agricultural Society. Oct. 4 to 7. C. D. Russell, pres.; J. G. Rusell treas.; O. J. Miller, secy.

NAPOLEON—Uapoleon Fair Co. Aug. 30 to Sept. 2. J. W. Hanna, pres.; R. B. Heller, treas.; J L. Halter, secy.

NEW BREMEN—New Bremen Tri-County Fair. Aug. 30 to Sept. 2. H. Hellbuscn, pres.; Wm. Nieter, treas.; F. Wiemeyer, secy.

NEW COMERSTOWN—C. O. D. Fair. Oct. 5 to 7. R. L. Shoemaker, secy.

NEW LEXINGTON—Perry County Fair. Sept. 13 to 16. T. J. Tracy, pres.; Patrick Coyle, treas.; Chas. C. Chappelear, secy.

NEW LONDON—New London Fair. June 9 and 10. C. C. Post, pres.; E. G. Day, treas.; O. G. Carter, secy.

ORRVILLE—Central Fair Co. Sept. 13 to 16. R. F. Christy, pres.; E. P. Williams, treas.; Proctor E. Seas, secy.

OTTAWA—Putnam County Fair. Oct. 4 to 8. A. L. Paul, pres.; C. H. Rice, treas.; A. P. Sandles, secy.

PAULDING—Paulding County Fair. Sept. 6 to 9 J. L. Slager, pres.; W. B. Jackson, treas.; F. M. Bashore, secy.

POMEROY—Pomeroy Fair. Sept. 7 to 9. H. C. Fish, secy.

PORT CLINTON—Ottawa County Fair. Sept. 7 to 9. John Orth, pres.; Fred. Camper, Gypsum, treas.; T. S. Johnson, Gypsum, secy.

PROCTORVILLE—Lawrence County Fair. Sept. 7 to 9. J. P. Eaton, LaBelle, pres.; C. T. Reynolds, treas.; W.W. Beckard, secy.

RANDOLPH—Portagello Fair. Sept. 30 to Oct. 1.

RAVENNA—Portage County Agricultural Society. Sept. 20 to 23. C. R. Doolittle, Streetsboro pres.; C. H. Lambert, treas.; Lafayette Smith, secy.

RICHWOOD—Tri-County Fair. Oct. 11 to 14. I. H. Bechtol, pres.; Robt. Smith, treas.; J. E. Robinson, secy.

RIPLEY—Ripley, Ohio, Fair Co. Aug. 30 to Sept. 2. G. F. Young, pres.; E. T. Kirker, treas.; L. Huilliams, secy.

ROCK SPRINGS—Meigs County Agricultural Association. Sept. 7 to 9. P. B. Stanberry, Pomeroy, pres.; J. McQuigg, Pomeroy, treas.; H. C. Fish, Pomeroy, secy.

RUSSELLVILLE—Grangers' Fair. Oct. 13. Dum & Sampson, Ripley, O., managers; A. C. Miller, secy.

SALEM—Salem Fair and Exposition Co.

SANDUSKY—Erie County Agricultural Society. Sept. 27 to 30. Chas. W. Taylor, pres.; F P. Zollinger, treas.; John T. Mack secy

SARAHSVILLE—Noble County Fair. Sept. 28 to 30. W. S. Spriggs, pres.; C. L. Hellver, treas.; Arthur McWilliams, secy.

SIDNEY—Shelby County Agricultural Society. Sept. 20 to 23. E. W. Stowell, pres.; W. E. Lieman, treas.; J. E. Russell, secy.

SMITHFIELD—Jefferson County Agricultural Society. Sept. 28 to 30. I. S. Vale, pres.; Chas. McKirney, treas.; J. O. Havne, secy.

SMYRNA—Stillwater Union Industrial Association. Sept. 13 to 15. D. R. Bethel, pres.; G. W. Young, treas.; S. C. Kelly, Freeport, secy.

ST. CLAIRSVILLE—Belmont County Fair. Aug. 30 to Sept. 1. A. C. Darrah, pres.; E. G Amos, treas.; T. C. Ayers, secy.

TOLEDO—Tri-State Fair. Aug. 22 to 27. W. B. Geroe, pres.; C. R. Brand, treas.; T. B. Tucker, secy.

TROY—Miami County Fair. Sept. 26 to 30. T S. Scott pres.; D. M. Cappock, Pleasant Hill, treas.; W. I. Tenney, secy.

UPPER SANDUSKY—Wyandot Agricultural Society. Oct. 4 to 7. E. R. Larcomb, pres.; Henry Kear, treas.; Oscar Billhardt, secy.

URBANA—Champaign County Fair. Aug. 16 to 19. C. H Ganson, pres.; H. P. Wilson, treas.; J. W. Crowl, secy

UHRICHVILLE—Uhrichville and Dennison Fair. Aug. 30 to Sept. 2. C. V. McClusky, pres.; E. J. Ronig, secy.

VAN WERT—Van Wert County Fair. Sept. 13 to 16. J. S. Stuckey, pres.; E. B. Gilliland, treas.; O. D. Swartout, secy.

WAPAKONETA—Auglaize County Agricultural Society. Sept. 6 to 9. J. T. Van Horn, New Hampshire, pres.; Frank Rigdon, treas.; A. E Schaeffer, secy.

WARREN—Trumbull County Agricultural Society. Sept. 13 to 15. S. F. Bartlett, pres.; O. D. Morgan, treas.; Jas. L. Kennedy, secy.

WASHINGTON—Guernsey County Agricultural Society. Sept. 27 to 30. A. J. Clark, Cambridge, pres.; R. S. Frame, treas.; J. W. Moore, secy

WAUSEON—Fulton County Agricultural Society. Sept. 27 to 30. L. G. Ely, pres., Fayette; W. A. Blake, treas.; Thos. Wikesell, secy.

WEST UNION—Adams County Agricultural Society. Sept. 13 to 16. W. K. Coleman, pres.; Henry Scott, treas.; T. W. Ellison, secy.

WOODSFIELD—Monroe County Fair. Aug. 30 to Sept. 2. W. C. Mooney, pres. and treas.; Geo. P. Dorr, secy.

WINCHESTER—Young Men's Fair. Sept. 21 to 23.

WOOSTER—Wayne County Agricultural Society Sept. 27 to 30. E. G. Ebright, pres., W. A. Wilson, treas.; I. N. Kinney, secy.

YOUNGSTOWN—Youngstown Fair Co.

ZANESVILLE—Muskingum County Agricultural Society. Sept. 6 to 9. S. A. Baldwin, pres.; J. E. Lanner, treas.; J. D. Mercer, secy.

ZANESVILLE—Street Fair. 3d week June, 1899.

OKLAHOMA

GUTHRIE—The Oklahoma State Fair Association. Oct. 3 to 8. W. H. Cayle, pres.; W. H. Gray, treas.; F. H. Greer, secy.

OKLAHOMA CITY—Free Street Fair. Oct. 10 to 15. E. E. Brown, secy.; W. W. Storm, pres.; A. J. Henthorn, treas.

OREGON.

BAKER CITY—Na fair this season. Geo. Ebell, secy.

LA GRANDE—District Agricultural Society. Oct. 10 to 17. Ben Brown, pres.; Fred. J. Holmes, secy.

PORTLAND—Portland Fair. Col. O. Somers, pres.; J. P. Marshall, treas.; W. B. Struble, secy.

SALEM—State Fair. Sept. 22 to 30. D. H. Looney, pres.; A. Bush, treas.; G. D. Gubrielson, secy.

THE DALLES—Second Eastern Oregon District Fair. Oct. 18 to 22. J. O. Mack, secy.

PENNSYLVANIA.

ALLENTOWN—Allentown Fair. Sept. 19 to 23. Jeremiah Roth, pres.; W. K. Mohr, secy.

APOLLO—Armstrong and Westmoreland Agricultural Association. L. T. Owens, secy.

BEAVER—Beaver County Agricultural Society. Sept. 20 to 23. L. S. Anderson, secy.

BEDFORD—Bedford County Fair. Oct. 4 to 7.

BETHLEHEM—Bethlehem Fair Association. Sept. 13 to 16. J. Walter Lovatt, pres.; Geo. H. Young, treas.; H. A. Groman, secy.

BLOOMSBURG—Columbia County Agricultural Society. Oct. 12 to 15. R. W. Smith, pres., Mifflinville; Jas. C. Brown, treas.; A. N. Yost, secy.

BURGETTSTOWN—Union Agricultural Association. Oct. 4 to 6. W. W. Pyles, pres.; Dinsmore; W. B. Linn, treas.; Wm. Melvin, secy., S. Burgettstown.

BUTLER—Butler County Agricultural Association. Sept. 6 to 9. W. H. H. Riddle, pres. John S. Campbell, treas.; W. P. Roessing, secy.

CAMBRIDGE SPRINGS—Central Crawford Agricultural Society. Sept. 20 to 23. M. B. Ross, pres.; H. W. Canfield, treas.; John O. Sherred, secy.

CANTON—Bradford County Fair. Sept. 20 to 22.

CARLISLE—Agricultural Society of Cumberland County. Sept. 27 to 30. Chas. H. Mullin, pres.; John Stock, treas.; W. H. McCrea, secy.

CARMICHAELS—Green County Fair. Sept. 28 and 29.

CARNEGIE—Carnegie Fair and Trotting Association.

CARROLLTOWN—Cambria County Fair. Sept. 20 to 23. J V. Mausher, secy.

CENTRE HALL—Patrons of Husbandry of Central Pennsylvania. Sept. 12 to 17. Leonard Rhone, manager.

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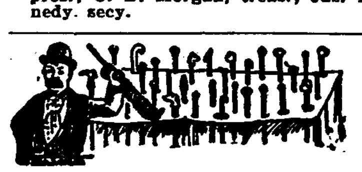

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I. EISENSTEIN, 44 Ann St., N. Y. City.

CLARION—Clarion County Fair Association. September. Geo. F. Henry, pres. Peollet; J. J. Frazier, treas.; S. S. Sanghein, secy.

COCHRANTON—Cochranton Agricultural Society.

CONNEAUTVILLE—Crawford County Agricultural Society. Sept. 6 to 9. O. C. Dickey, pres.; J. E. Rupert, treas.; F. L. Lord, secy.

CORRY—Northwestern Agricultural Society. Sept. 13 to 16. Dennis Johnson, pres.; N. R Heath, treas.; Geo. Blair, secy.

DALLAS—Dallas Union Agricultural Association. Sept. 27 to 30. John T. Phillips, pres.; Geo. F. Hileman, treas.; E. M. Honeywell, secy.

DANVILLE—Montour County Agricultural Society.

DAYTON—Dayton Agricultural and Mechanical Association. Sept. 27 to 30. S. S. Burns, Barnard, pres.; G. F. Currie, treas.; M. C. Marshall, secy.

EBENSBURG—Ebensburg Agricultural Society. Aug. 30 to Sept. 2.

FORKSVILLE—Sullivan County Fair. Oct. 4 to 6.

GRATZ—Gratz Driving Park and Agricultural Society.

GREENSBURG—Westmoreland Agricultural Society. Sept. 27 to 30. W. F. Holtzer, secy.

GREENVILLE—Greenville Agricultural Society. Sept. 7 to 9. Levi Morrison, pres.; J. W. Vosler, treas.; Till Reiss, secy.

HANOVER—Hanover Agricultural Society. Sept. 6 to 9. R. W. Wirt, pres.; T. J. Little, treas.; M. O. Smith, secy.

HARFORD—Harford Agricultural Society. Sept. 28 and 29. G. R. Ressequie, pres.; E. M Watson, treas.; E. E. Jones, secy.

HOLLIDAYSBURG—Blair County Agricultural Association. Sept. 13 to 16. P. H. Bridenbaugh, pres.; C. H. Porter, secy.

HONESDALE—Wayne County Agricultural Society. Sept. 27 to 29. E. W. Gammell, Bethany, secy.

HUGHESVILLE—Muncy Valley Farmers' Club. Sept. 28 to Oct. 1.

INDIANA—Indiana County Agricultural Society Sept. 13 to 16. M. F. Jamison, pres.; A. W. Mabon, treas.; Geo. J. Feif, secy.

JOHNSTOWN—Tri-County Agricultural and Driving Park Association. Sept. 5 to 9. T. A. Cresswell, pres.; Geo. H. Brown, treas.; J. H. Laine, secy., Box 246.

KUTZTOWN—Keystone Agricultural and Horticultural Society. Sept. 27 to 30. J. B. Esser, secy.

LAVELLE—Lavelle Driving Park and Fair Association. Not decided. J. G. Rowe, pres., Tremont; A. L. Lauberstein, treas., Ashland; F. H. Waite, secy., Ashland.

LEBANON—Lebanon Valley Fair Association. Sept. 7 to 9. John H. Shugar, pres.; John H. Funk, treas.; Dr. W. B. Means, secy.

LEHIGHTON—Carbon County Industrial Association. Sept. 27 to 30. Henry Miller, pres.; Valentine Schwartz, treas.; C. W. Bower, secy.

LEWISBURG—Union County Agricultural Association.

MANSFIELD—20th Annual Mansfield Fair. Sept. 27 to 30. Chas. S. Ross, pres., Wayne; A. Pitts, secy.; W. D. Husted, treas.

MARCUS HOOK—Delaware County Fair and Industrial Exposition. Sept. 13 to 17.

MEADVILLE—Meadville Fair and Driving Park Association. Sept. 27 to 30. S. B. Dick, pres.; F. A. Sutton, treas.; W. H. Gaskill, secy.

MERCER—Mercer Central Agricultural Association. Sept. 27 to 29. Thos. P. Nunnell, Indian Run, pres.; Jas. B. Grubb, treas.; John P. Orr, secy.

MILTON—Milton Driving Park and Fair Association. Oct. 4 to 7. I. A. Eschbach, pres.; M. H. Barr, treas.; Edwin Paul, secy.

MONTROSE—Susquehanna County Agricultural Society. Oct. 4 and 5. W. A. Titsworth, secy.

NAZARETH—Northampton County Agricultural Society. Oct. 4 to 7. Frank T. Gernet, pres.; J. R. Reinheimer, treas.; J. J. Mans, secy.

NEW CASTLE—Lawrence County Agricultural Society.

NEWPORT—Perry County Agricultural Society. Sept. 21 to 23. James B. Eby, secy.

ORWIGSBURG—Orwigsburg Agricultural Society. Sept. 6 to 9. Hon. John T. Shoener, pres.; H. S. Albright, treas.; A. E. Brown, secy.

OXFORD—Oxford Agricultural Society. June 8 to 10, Sept. 21 to 23. Wm. H. Hogg, Kirkwood, pres.; F. G. Andrews, treas.; H. C. Thomas, secy.

PARKER'S LANDING—Parker Agricultural Association.

PHILADELPHIA—Belmont Driving Club.

PITTSTON—Luzerne County Fair Association.

PORT ALLEGHENY—McKean County Fair. Aug. 30 to Sept. 2. E. P. Dalrymple, pres.; E. P. Dolley, treas.; J. B. Colcard, secy.

PORT ROYAL—Juniata County Fair. Sept. 14 to 16.

READING—Berks County Agricultural and Horticultural Society. Oct. 4 to 7. Cyrus T. Fox, secy.

STROUDSBURG—Monroe County Agricultural Society. Sept. 6 to 9. J. S. Williams, pres.; O. F. Phillips, treas.; T. C. Brown, secy.

STONEBORO—Mercer County Agricultural Society. Sept. 20 to 22. A. S. Reed, Grove City, pres.; Robt. P. Cann, treas.; Geo. H. Fowler, secy.

TARENTUM—Tarentum Fair Association. Aug. 30 to Sept. 2. J. C. Dunn, secy.

TOWANDA—Bradford County Agricultural Society. Sept. 27 to 30. E. J. Ayers, Macedonia, pres.; W. T. Norton, treas.; Benj. Kuykendall, jr., secy.

TROY—Troy Agricultural Society. Sept. 13 to 16. John E. Dobbins, pres.; E. Everett Van Dyrle, treas.; John A. Parsons, secy.

TUNKHANNOCK—County Fair. Sept. 13 to 16.

UNIONTOWN—Fayette Fair Association. Aug. 30 to Sept. 2. Wm. W. Parshall, secy.

WARREN—Warren County Fair Association. L. M. Hazeltine, pres.; L. K. Russell, treas.; Willis Cowan, secy.

WASHINGTON—Western Pennsylvania Fair Association. Sept. 20 to 23. W. A. Gabby, pres.; Jas. A. Forsythe, treas.; Julius Le Moyne, secy.

WATTSBURG—Wattsburg Agricultural Society. Sept. 6 to 9. W. H. Cornell, pres.; John Phelps, treas.; A. L. Phelps, secy.

WAYNESBURG—Waynesburg Fair Association.

WESTFIELD—Cowanesque Valley Agricultural Society. Sept. 13 to 16. Dr. Jas. Masten, pres.; R. H. Buck, treas.; Chas. C. Williams, secy.

WILLIAMS GROVE—Grangers' Inter-State Picnic Exposition Association. Aug. 29 to Sept. 3. R. H. Thomas, Mechanicsburg, pres. and manager.

YORK—York County Agricultural Society.

YOUNGWOOD—Westmoreland Agricultural Society. Sept. 27 to 30. J. N. Allshouse, pres., Adamsburg; D. B. Fisher, treas., Goff; W. H. Holtzer, secy., Greensburg.

RHODE ISLAND.

CRANSTON—78th Annual Rhode Island State Fair.

KINGSTON—Washington County Agricultural Society. Sept. 13 to 16. Hon. R. Hazard, pres.; Jesse V. B. Watson, Wakefield, treas.; John A. Allen, Peace Dale, secy.

PROVIDENCE—State Fair Association. Sept. 5 to 9. F. E. Perkins, pres.; Earl H. Porter, treas.; Walter W. Dexter, secy.

RIVER POINT—Pawtuxet Valley Park Agricultural Association.

SOUTH CAROLINA.

CHARLESTON—Charleston Driving Association.

CHERAW—Cheraw County Agricultural Association. Nov. 23 to 25. R. C. Watson, pres.; J. F. McInlyse, treas.; T. S. Gregory, secy.

COLUMBIA—State Agricultural and Mechan. Society of South Carolina. Nov. 7 to 11. T. J. Cunningham, Chester, pres.; Geo. H. Huggins, treas.; Thos. H. Halloway, Pomaria, secy.

GEORGETOWN—Colored State Fair. R. B. Anderson, pres.

LEXINGTON C. H.—Lexington County Fair. Oct. 26 to 28.

SOUTH DAKOTA.

STURGIS—Black Hills Exposition Co. John Scollard, pres.; Harry Bunting, treas.; Max Hoehn, secy.

YANKTON—South Yankton State Board of Agriculture Sept. 26 to 30. John Armstrong, pres.; J. E. Platt, treas.; Walter B. Dean, secy.

TENNESSEE.

ALEXANDRIA—Alexandria Fair. Sept. 22 to 24. J. W. Rutland, pres.; W. W. Neal, treas.; Rob Roy, secy.

BRISTOL—Carnival and Street Fair. Oct. 5 to 7.

BROWNSVILLE—Haywood County Fair Association. Oct. 11 to 13. W. R. Helbrook, secy.

CLARKSVILLE—Montgomery County Fair. Oct. 12 to 15.

DYERSBURG—Dyer County Fair Association. Oct. 11 to 15. T. C. Gordon, pres.; J. H. Dubose, secy.

JOHNSON CITY—Washington County Fair Association. Sept. 27 to 30. Dr. W. R. Price, pres.; John Sanders, treas.; T. J. Cox, secy.

KINGSTON—Roane County Fair and Stock Association. Sept. 27 to 29. W. T. Gallaher, Wheat, pres.; J. R. Cumbliss, secy. and treas.

LOUDON—Loudon County Fair Association.

MURFREESBORO—Rutherford County Fair Association. Sept. 15 to 17. W. R. Jarratt, Overall, pres.; J. S. Gooch, Smyrna, treas.; S. S. Butler, Overall, secy.

ROCKWOOD—Rockwood Fair and Stock Association. Sept. 20 to 23. Capt. J. N. Baker, pres.; John F. McNutt, secy.

WATERTOWN—Wilson County Fair Association. Sept. 1 to 4.

TEXAS.

BROWNWOOD—Brown County Stock Fair. Nov. 11 and 12. C. H. Woodard, pres.; Will H. Mayes, secy.

BROWNWOOD—Grand Harvest Carnival. Oct. 3 to 5. Brook Smith, pres.; Will H. Mayes, manager; Prof. Carl Vincin, secy.

DALLAS—Texas State Fair and Dallas Exposition Association. Oct. 1 to 16. H. H. Gaston, pres.; J. B. Adone, treas.; Sydney Smith, secy.

DALLAS—Afro-American Fair. Oct. 1 to 16. Prof. N. W. Harlee, pres.

DENTON—Denton County Blooded Stock and Fair Association. Sept. 14 to 17. W. A. Miller, secy.

DICKINSON—Texas Coast Fair. Not decided. C. W. Wilkins, pres., Clear Creek; J. Lobih, treas., Galveston; D. B. Rogers, secy., Galveston.

GROESBECK—Limestone County Fair Association. Nov. 9 to 12. G. V. McClintic, pres.; M. H. Clark, treas.; S. D. Bugg, secy.

HILLSBORO—Hill County Fair Association. Sept. 27 to 29. W. A. Craig, pres.; Jas. P. Orr, treas. and secy.

HOUSTON—Afro-American Fair and Interstate Exposition. Sept. 1 to Nov. 30. Bishop A. Grant, pres.; F. I. Richardson, secy.

JACKSBORO—Jack County Fair Association. Sept. 26 to Oct. 1. W. R. Green, pres.; Sil Stark, treas.; H. A. Wills, secy.

MARQUEZ—Leon County Stock and Agricultural Fair. Oct. 26 to 28. W. E. Powell, pres.; F. M. Amos, treas.; Dr. E. O. Boggs, secy.

PALESTINE—East Texas Fair and Driving Park Association. Nov. 16 to 19. J. W. Ozment, pres.; W. C. Gorman, treas.; Thos. Hall, Box 86, secy.

SAN ANTONIO—Guadalupe Valley Fair Association. Geo. C. Robinson, pres.; Geo. C. Vaughan, treas.; Chas. Real, secy.

VICTORIA—Southern Texas Fair Association. Nov. 8 to 11. L. D. Heaton, pres.; Theo. Euhler, treas.; L. N. Hofer, secy.

VERMONT.

BARTON—Orleans County Fair Association. Sept. 6 to 8. H. H. Somers, Irasburg, pres; O. D. Owen, treas.; C. A. Barrous, N. Troy, secy.

BRANDON—Brandon Fair Association.

BRATTLEBORO—Valley Fair Association. Sept. 28 and 29. G. W. Hood, pres.; J. J. Estey, treas.; L. L. Stickney, secy.

BURLINGTON—Champlain Valley Fair Association. Sept. 6 to 9.

FAIR HAVEN—Western Vermont Agricultural Society.

LYNDONVILLE—Northern Caledonia Fair Association. Sept. 21 and 22. E. McGennis, secy.

MIDDLEBURY—Addison County Agricultural Association. Aug. 30 to Sept. 1. C. S. Dana, New Haven, Vt., secy.

MORRISVILLE—Fair. Sept. 7 to 9. G. W. Hender, pres.

NORTHFIELD—Dog River Valley Fair Association. Sept. 20 to 22. W. W. Holden clerk.

RUTLAND—Rutland County Fair. Sept. 13 to 15. C. M. Winslow, Brandon, pres.; Fred. A. Field, secy. and treas.

SHELDON JUNCTION—Franklin County Agricultural and Mechanics' Society. Aug. 31 to Sept. 2. C. W. Gates, pres., Franklin; Geo. P. Twigg, treas., St. Albans; C. A. Oliver, secy., N. Sheldon

SOUTH RYEGATE—Ryegate & Wells River Valley Dairyman Association. Sept. 21-22. Y. D. Nelson, pres.; H. W. Hibbard, treas., South Ryegate; F. R. McColl, secy., South Ryegate.

SPRINGFIELD—Springfield County Fair. Sept. 13 and 14. R. W. Whitney, pres.; G. F. Leland, treas.; L. M. Gragin, secy.

ST. ALBANS—Vermont Driving Park Association. Sept. 20 to 22.

ST. JOHNSBURG—Caledonia County Fair. Sept. 13 to 15. Dr. T. R. Stiles, pres.; Frank Brooks, treas.; F. S. Harriman, secy.

TUNBRIDGE—Union Agricultural Society.

WATERBURY—Winooski Valley Agricultural Association. Sept. 13-15. G. E. Moody, pres.; Geo. W. Atkins, treas.; E. G. Hooker, secy.

WHITE RIVER JUNCTION—State Fair Association. Aug. 30 to Sept. 2. Geo. Aitkin, Woodstock, pres.; W. B. Hazen, treas.; G. W. Hoffman, secy.

WOODSTOCK—Windsor County Agricultural Society. Sept. 28 to 30.

VIRGINIA.

CLAREMONT—Temperpance, Industrial and Prospect Association. Sept. 27 to 29. Prof. J. J. Smallwood, Box 75, pres.; also, secy. and treas.

FREDERICKSBURG—R. V. A. & M. S. Sept. 27 to 29. T. McCracken, pres.; S. J. Quinn, secy. and treas.

KILMARNOCK—Chesapeake County Fair. Nov. 3 to 5.

NORFOLK—Virginia State Fair and Agricultural Association. Oct. 4 to 8. John Mariner, pres; R. S. Cromwell, treas.; W. E. Dillon, secy.

RICHMOND—Virginia State Agricultural and Mechanics' Society.

STAUNTON—Baldwin District Fair Association. G. Julian Pratt, Waynesboro, secy.

TAPPAHANNOCK—Tidewater County Fair. Sept. 7 to 9.

UPPERVILLE—Upperville County Fair. Sept. 15 and 16.

WINCHESTER—Shenandoah Valley Agricultural Society. Oct. 11 to 14. C. B. Rouse, 459 Broadway, New York City, pres.; P. C. Grone, treas.; E. G. Hollis, secy.

WEST VIRGINIA

CLARKSBURG—West Virginia Central Agricultural and Mechanical Association. Sept. 6 to 8. C. L. Hickman, pres.; M. M. Thompson, secy.

MIDDLEBOURNE—Tyler County Exposition and Fair Association. Aug. 23 to 26. John W. Lazear, pres.; W. E. Kirchner, treas.; John Riggle, secy.

NEW MARTINSVILLE—Wetzel County Fair Association. Aug. 30 to Sept. 2. S. R. Martin, secy.

PENNSBORO—Ritchie County Agricultural and Fair Association. Sept. 13 to 16. L. P. Wilson, pres.; Dr. G. P. Sigler, treas.; Will A. Strickler, secy.

SHEPHERDSTOWN—Morgan's Grove Fair. Sept 6 to 9. Dr. A. S. Reynolds, pres.; G. T. Licklider, treas.; R. S. M. Hoffman, secy.

WALTON—Roane County Fair Association. Aug. 30 to Sept. 2. J. J. Riley, secy.

WHEELING—West Virginia Exposition and State Fair Association. Sept. 5 to 9. A. Reymann, pres.; Geo. Hook, treas. and secy.

WASHINGTON.

COLFAS—Whitman County Fruit and Agricultural Association. Benj. Burgunder, pres.; A. J. Davis, treas.; Geo. H. Lennox, secy.

MT. VERNON—Skagit County Horticultural Society. Oct. 6 to 8. Capt. D. F. Decatur, pres.; E. K. Matlock, secy.-treas.

NEW WHATCOM—Northwest Fair. Sept. 28 to 30. Mr. Edens, pres.; Chas. Donovan, secy.

NORTH YAKIMA—Washington State Fair Association. Sept. 26 to Oct. 1. J. M. Baxter, pres.; Wm. Lee, sr., treas.; Dr. T. B. Gunn, secy.

SOUTH BEND—Pacific County Fair Association. September. M. Monohon, pres.; F. A. Hazelton, treas.; T. S. Thorp, secy.

SPOKANE—Spokane Fruit Fair. Oct. 4 to 15. John A. Finch, pres.; Howell W. Peel, treas.; H. Bolster, secy. and manager.

TACOMA—F[illegible] County Agricultural and Industrial Association.

WISCONSIN.

AMHERST—Portage County Agricultural Society. Sept. 13 to 16. A. G. Cate, pres.; J. G. Webster, treas.; A. J. Smith, secy.

ANTIGO—Sept. 12 to 14. Kennedy Scott, Rio, secy.

APPLETON—Fox River Fair and Driving Asociation. Aug. 30 to Sept. 2. H. Pierce, pres.; J. J. Sherman, treas.; W. F. Barteau, secy.

ASHLAND—Sept. 7 to 9. R. L. Spencer, secy.

AUGUSTA—Sept. 6 to 9. Dell Allen, secy.

BARABOO—Sank County Agricultural Society. Sept. 27 to 30. John S. Hall, secy.

BEAVER DAM—Dodge County Fair Association. Sept. 27 to 30. E. E. Williams, pres., Danville; H. B. Drabe, treas.; C. W. Harvey, secy.

BLACK RIVER FALLS—Jackson County Agricultural Society. Sept. 13 to 16. J. A. Bailey, pres.; S. N. Sanedahl, treas.; E. L. Ormsby, secy.

BLOOMINGTON—Sept. 7 to 9.

BOSCOBEL—25th Annual Fair. Sept. 21 to 23. Lou B. Ruka, pres.; F. B. Sarbo, treas.; F. C. Muffley, secy.

CHETEK—Barron County Agricultural Society. Sept. 6 to 8. W. W. Flinn, pres.; W. A. Kent, treas., Cameron; Jos. E. Cartwright, secy.

CHIPPEWA FALLS—Northern Wisconsin State Fair. Sept. 13 to 16. Jas. H. Agen, pres., W. Superior; W. W. Flinn, treas., Chetek; M. S. Bailey, secy.

CHILTON—Eastern Wisconsin Fair. Sept. 12 to 14.

CRANDON—Sept. 13 to 15. Samuel Shaw, secy.

CUMBERLAND—Sept. 14 to 16. H. S. Comstock, secy.

DURAND—Pepin County Agricultural Society. Sept. 28 to 30. W. H. Huntington, pres.; W. B. Smith, treas.; W. E. Plummer, secy.

ELKHORN—Walworth County Agricultural Society. Sept. 27 to 30. J. B. Johnson, pres.; Geo. L. Harrington, secy.

ELLSWORTH—Oct. 4 to 6. E. S. Doolittle, secy.

FOND DU LAC—Guy Park Fair Association. Sept. 6 to 9. Dr. T. F. Meyheim, pres.; C. L. Hawk treas.; H. D. Markle, secy.

HORTONVILLE—Outagamie County Fair. Sept. 21 to 23. Dr. John Dey, pres.

HUDSON—Sept. 21 to 23. R. R. Young, secy.

JEFFERSON—Oct. 4 to 7. J. L. Kearney, secy.

KEWAUNEE—Sept. 14 to 17. Jas. Murphy, Carlton, secy.

LA CROSSE—Inter-State Fair. Aug. 29 to Sept. 3. John Dengler, pres.; T. H. Spence, treas. C S. VanAuken, secy.

LANCASTER—Grant County Agricultural Society. Sept. 14 to 16. Delor Abrams, pres.; R. Meyer, Jr., treas.; T. A. Burr, secy.

FENNIMORE—Fennimore Fair. Aug. 31 to Sept. 2. Wm. Rogers, pres.

LODI—Lodi Union Agricultural Society. Sept. 20 to 22. Robt. Steel, pres.; A. R. Reynolds, treas.; A. H. Hinds, secy.

MADISON—Sept. 19 to 23.

MANITOWOC—Industrial Associat'n of Manitowoc County. Sept. 6 to 9. Chris. Muth, pres.; Chas. Fechter, treas.; Dr. E. R. Flach, secy.

MAUSTON—Juneau County Agricultural Society. Aug. 29 to Sept. 1. S. A. Plommer, pres.; F. A. Adler, treas.; J. C. Baldwin, secy.

MEDOVI—Sept. 7 to 9. Harvey Brown, Modena, secy.

MENOMINEE—Dunn County Agricultural Society. Sept. 19 to 22. F. A. Vasey, pres.; J. B. Chickering, treas.; Geo. Gallaway, secy.

MERRILL—Sept. 5 to 7. J. W. Bruce, secy.

MILWAUKEE—Wisconsin State Board of Agriculture. Sept. 19 to 23. J. M. True, Baraboo, pres.; S. A. Peterson, treas.; M. R. Dovon, Madison, secy.

MONROE—Green County Agricultural Society and Mechanics' Institute. Aug. 31 to Sept. 3. R. A. Etter, pres.; Andrew Lewis, treas.; Frank Smock, secy.

NEILLSVILLE—Clark County Agricultural Society. Sept. 13 to 15. M. C. Ring, pres.; Jas. Redman, treas.; H. H. Heath, secy.

NEW LONDON—Eighth Annual Fair and Race Meeting. Sept. 20 to 23. Aug. Roloff, pres.; E. H. Ranim, treas.; Henry Cannon, secy.

NEW RICHMOND—New Richmond Park Association. Sept. 28 to 30. O. J. Williams, pres.; J. N. McCoy, treas.; J. A. Hughes, secy.

PHILLIPS—Price County Agricultural Society. Sept. 15 to 17. F. W. Sackett, pres.; Miss Clara Jackson, treas.; Fred. W. Ruff, secy.

Haywood County Fair,
BROWNSVILLE, TENN.
October 27 to 29.

ZEREDA'S AMUSEMENT VILLAGE
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PLYMOUTH—Sheboygan County Agricultural Society. Sept. 15 to 17. Henry Wheeler, sr., pres.; E. A. Dow, treas.; Otto Gaffron, secy.
PORTAGE—Columbia County Agricultural Society. Sept. 12 to 15. Geo. Bain, pres.; J. M. Bushnell, treas.; Kennedy Scott, Rio, secy.
RHINELANDER—Oneida County Agricultural Society. Sept. 15 to 17. J. C. Cunan, pres.; B. R. Lewis, treas.; A. M. Rogers, secy.
RICHLAND CENTER—Richland County Agricultural Society. Sept. 27 to 30. H. M. Bock, pres.; J. M. Keys, treas.; W. F. J. Fogo, secy.
SENECA—Sept. 21 to 23. G. B. Mitchell, Gay's Mills, secy.
SEYMOUR—Seymour Fair and Driving Park Association. Sept. 29 to Oct. 1. Peter Tubbs, pres.; Wm. Michelstetter, treas.; H. J. Van Vuren, secy.
SHAWANO—Shawano County Agricultural ciety. Sept. 26 to 28. H. R. McComb, pres.; Gus. A. Klebesadel, treas.; Louis C. Bold, secy.
ST. CROIX FALLS—Polk County Fair Association. Sept. 21 to 23. Thos. H. Thompson, pres.; H. D. Baker, treas.; Geo. H. Ely, secy.
TOMAH—Eastern Monroe Agricultural Society. Sept. 6 to 8. H. J. Skinner, secy.
TOMAH—W. H. Hineman, pres.; W.W. Warren, treas.
VIROQUA—Vernon County Agricultural Association. Sept. 13 to 16. D. O. Mahoney, pres.; J. W. Mills, treas.; F. N. Alexander, secy.
WANSAN—Marathon County Agricultural Society. Sept. 8 to 10. John Kiefer, pres.; 12 to 14. Geo. D. Breed, secy.
WANTOMA—Waushara County Agricultural Society. Gilbert Tennant, pres.; J. W. Jeffert, treas.; W. H. Berry, secy.
WHITEHALL—Trempelean County Agricultural, Industrial and Driving Park Association. Aug. 30 to Sept. 2. H. H. Scott, secy.
WEST BEND—Oct. 4 to 6. Jos. Ott, secy.
WEST SALEM—LaCross County Agricultural Society. Sept. 20 to 22. Jesse J. Johnson, pres.; C. H. Hawkins, LaCrosse, treas.; F. H. A. Nye, secy.
WEST SUPERIOR—Douglas County Agricultural Society. Sept. 27 to 30. Jas. H. Agen, pres.; Harry Rogers, treas.; Fred M. Williams, secy.
WEYAUWEGA—Weyauwega County Agricultural Society. Sept. 27 to 30. W. W. Crane, pres.; D. Waflee, treas.; A. L. Hutchinsin, secy.

CANADA.

ALMONTE—North Lanark Agricultural Society. Sept. 27 to 29. Dr. Lynch, pres.; Jas. Robertson, treas.; W.P. McEwen, secy.
ARGYLE—Sept. 30.
BEAUTIFUL PLAINS, (Neepawa)—Oct. 11 and 12.
BELLEVILLE—Bay of Quinte District Fair. Sept. 14 and 15. Col. W. N. Ponton, pres.; J. M. Hurley, mgr. and secy.
BOWMANVILLE—West Durham Agricultural Society. Sept. 15 and 16. John Davey, Leskard, pres., Ontario; W. F. Allen, treas.; M. A. James, secy.
BRANTFORD, ONT.—Brantford Southern Fair. Sept. 17 to 22. C. W. Yapp, pres.; Geo. HHakely, secy. and treas.
BROKENHEAD, (Meadow Lea)—Sept. 26 and 27.
BROME CORNER—Brome Fair. Sept. 6 and 7.
CARBERRY—July 21 to 23.
CAYUGA—Haldinand County Fair. Sept. 27 and 28. M. McConnell, pres.; J. W. Sheppard, secy.; W. McClung, treas.
CHATHAM—West Kent Agricultural Society. Sept. 27 to 29. M. J. Wilson, pres.; R. G. Fleming, treas.; Henry Robinson, secy.
CLINTON, ONT.—Agricultural Society. Sept. 20 and 21. Wm. Coates, secy.
COLLINGWOOD—Great Northern Exhibition. Sept. 20 to 23. Thos. Robinson, Jr., pres.; W. J. Frame, treas.; J. W. Archer, secy.
CRYSTAL CITY—Oct. 1.
DAUPHIN—Oct. 5.
DUFFERIN, (Carman)—Oct. 6 and 7.
DRUMBO—Blenheim Agricultural Society. Sept. 27 and 28. H. Davidson, pres.; T. S. Telfer, secy.-treas.
ELKHORN—Oct. 2 to 8.
FERGUS, ONT.—Centre Wellington Agricultural Society. Sept. 22 and 23. J. J. Craig, secy.
FLESHERTON—East Riding of County of Grey. Sept. 22 and 23. Thos. Kells, Vandeleur, pres.; R. J. Sproule, secy.and treas.
GILBERT PLAINS—Oct. 1.
GLENWOOD, (Souris)—Oct. 12 and 13.
GODERICH, ONT.—Great Northwestern Exhibition. Sept. 27 to 29. W. F. Clark, pres.; H. L. Watson, treas.; Jas. Mitchell, secy.
HALIFAX, N. S.—Novia Scotia Provincial Exhibition Commission. Sept. 22 to 29. Hon. J. W. Lawley, pres.; D. R. Clarke, Esq., treas.; J. E. Wood, secy.
KEMPTVILLE, ONT.—Oxford Township Agricultural Society. Sept. 29 and 30. John R. Rutherford, pres.; August Buchanan, secy. and treas.
LACHUTE, QUE.—Annual County Fair. Sept. 28 and 29. G. J. Walker, secy.
LINDSAY—Central Fair of Lindsay. Sept. 22 to 24. Johnston Ellis, pres.; Jas. Kerth, secy. and treas.
LONDON, ONT.—The Western Fair Association. Sept. 8 to 17. Col. Wm. Gartshore, pres.; D. Mackenzie, treas.; Thos.A. Brown, secy.
LORNE, (Somerset)—Sept. 29.
KILDONAN—Oct. 4 and 5.
MARKHAM, ONT.—East Riding of York and Markham Agricultural Society. Oct. 5 to 7. G. R. Vanzant, pres.; W. H. Hall, secy. and treas.
MAXVILLE—Lanark North. Sept. 27 to 29.
MILVERTON—Mornington Agricultural Society. Sept. 29 and 30. Wm. Connell, pres.; W. R. Loth, treas.; W. M. Appel, secy.
MINNEDORA, MAN.—Minnedora Electoral Division Agricultural Society. Oct. 6. T. A. Cuddy, secy.-treas.
MORRISBURG, ONT.—Dundas County Fair. Sept. 6 to 8. Thos. Morehouse, pres.; Geo. F. Bradfield, secy. and treas.

MORDEN—Morden Agricultural Society. Sept. 29 and 30. F. J. Hutchison, pres.; John Gilchrist, secy.
NEW WESTMINSTER, B. C.—Provincial and International Exposition of the Royal Agricultural and Industrial Society of British Columbia. Oct. 5 to 13.
NEEPAWA, MAN.—Beautiful Plains Agricultural Society. Oct. 11 and 12. G. S. McGregor, pres.; J. Wemyss, secy.-treas.
NORFOLK, (Austin)—Oct. 5.
OTTAWA, ONT.—Central Canada Exposition Association. Sept. 16 to 24. Wm. Hutchinson, M. P., pres.; T. Cameron Bate, treas.; E. McMahon, secy.
OTTERVILLE—South Oxford and South Norwich Exhibition. Oct. 7 and 8. Alex. McFarlane, secy.
OWEN SOUND, ONT.—Owen Sound Fair. Sept. 20 to 22. A. G. MacKay, secy.
PAISLEY—Center Bruce Fair. Sept. 27 and 28.
PARIS—North Brant Agricultural Society.
PERTH—Lanark South. Sept. 21 to 23. Robt. Smith, of Elmsley, pres.; R. Janneson, treas.; J. G. Campbell, secy.
Oct. 4 and 5. H. C. O'Neail, secy.
PETERSBOROUGH, ONT.—Petersborough Central Exposition. Sept. 29 to Oct. 1. Geo. W. Fitzgerald, pres.; W. J. Green, secy. and treas., Box 181.
PICTON, ONT.—Prince Edward County Agricultural Society. Sept. 28 and 29. G. H. Bolton, pres.; Thos. Bog, secy. and treas.
PILOT MOUND—Exhibition. Oct. 4 and 5. T. Steadman, secy.-treas.
PRESCOTT—South Greenville Agricultural Society. Sept. 20 to 24. John Jackson, pres., Cardinal, Ont.; T. R. Melville, secy.
RAPID CITY—Oct. 7.
RENFREW—South Renfrew Agricultural Society. Sept. 15 and 16. Jas. Carswell, pres.; Robt. M. Laren, secy. and treas.
RICHMOND, ONT.—The County Carleton Agricultural Society. Sept. 13 to 15. John Craig, North Gower, pres.; Wm. McElroy, secy.
ROCKWOOD—Rockwood Fair. Oct. 11 and 12.
SAULT STE. MARIE, ONT.—Annual Sale Exhibition. Oct. 4 and 5. Wm. Brown, secy.
SELKIRK—St. Andrews Agricultural Society. Oct. 5 and 6. Geo. Kingsley, pres.; F. R. Glenwood, secy.-treas.
SHERBROOKE, QUE.—Eastern Township Agricultural Association. Sept. 5 to 10. Hon. John McIntosh, pres.; H. R. Frazer, secy.
SIMCOE, ONT.—Norfolk Union Fair. Oct. 11 to 13. D. B. Palmerton, pres.; J. Thos. Murphy, secy. and treas.
SOREL P. Q.-Agricultural and Athletic Association of Sorel. J. F. F. Boulais, secy.
SPRINGFIELD, (Dugald)—Sept. 28 and 29.
STAYNER, ONT.—Stayner Industrial Association. Oct. 3 to 5. W. B. Sanders, pres.; J. Wilcox, treas.; Archie Hill, secy.
ST. ANDREWS, (Selkirk)—Oct. 5 and 6.
ST. JOHNS, N. B.—Agricultural Society of City and County of St.John. Jas. H. Frink, secy.
ST. JOHN, N. B.—International exhibition. Sept. 13 to 23. W. C. Pittfield, pres.; Alex. Macauley, treas.; Chas. A. Everett, secy.
STRATFORD—Fall Fair. Sept. 22 and 23. W. W. Ballentyne, pres.; John Brown, secy.
THREE RIVERS, QUE.—Three Rivers District Agricultural Association. Aug. 29 to Sept. 2. P. E. Panneton, pres.; Christopher Hebert, secy.
TILSONBURG, ONT.—Oct. 4 to 5. D. T. Smith, pres.; Thos. Brown, secy.
TORONTO, ONT.—Canada's Great Exposition and Industrial Fair. Aug. 29 to Sept. 10. J. J. Withrow, pres.; J. P. Edwards, treas.; H. J. Hill, secy.
TURTLE MOUNTAIN, (Boissevain)—Oct. 13 and 14.
VIRDEN—Dennis County Fair. Oct. 11 and 12. A. G. McDougall, secy.-treas.
WALLACETOWN—Elgin West. Sept. 29 and 30.
WELLESLEY—Wellesley and North Easthope Agricultural Society. Sept. 13 and 14. A. M. Fisher, pres.; Geo. Bellinger, secy. and treas.
WINCHESTER, ONT.—Township of Winchester Agricultural Society. Sept. 13 and 14. Thos. Irving, pres.; S. S. Reveler, secy. and treas.
WINNIPEG, MAN.—Winnipeg Industrial Exposition Association. July 11 to 16. Geo. J. Waukon, pres.; F. W. Henbach, secy. and treas.
WOODBRIDGE, ONT.—Woodbridge Fair. Oct. 18 and 19. Thos. F. Wallace, secy.
WOODLANDS—Sept. 28.
WOODSTOCK—North Riding of Oxford. Blandford and East Oxford Agricultural Society. Oct. 3 to 5. A. R. Patullo, pres.;
WOODSTOCK—R. G. Sawtell, secy.

Horse Shows.

BROOKLYN, N. Y.—Horse Show. Brooklyn Riding and Driving Club. J. H. Walbridge.
KANSAS CITY, MO.—Sept. 17 to 24.
NEWPORT, R. I.—Newport Casino Horse Show. Aug. 29, Sept. 3.
NEW YORK CITY—National Horse Show Association, Madison Square Garden. November.
OMAHA, NEB.—Live Stock Show. Oct. 3 to 30.
ST. LOUIS, MO.—St. Louis Horse Show. Oct. 31 to Nov. 5. John R. Gentry, manager.

Food Shows.

PHILADELPHIA, PA.—Food Exposition. Armory of Second Regiment. Wm. Smedley, secy., 148 Tenth st. Nov. 7 to 26.

Dog Shows.

COLUMBUS, O.—Columbus Dog Fanciers' Club.
DALLAS, TEX.—Bench Show. Texas State Fair Association. Sydney Smith, secy. Oct. 1 to 16.
TORONTO, ONT., CAN.—Sept. 5 to 8. M. Frazer, manager.

Poultry Shows.

AURORA, O.—Hamilton County Poultry Show. Dec. 15 to 17.
AUSTIN, TEX.—Austin Poultry and Pet Stock Association. Wm. H. Salge, secy. Jan. 10 to 13, 1899.
BELLEFONTAINE, O.—Poultry Show. Robt. Roberts, secy. Dec. 19 to 24.
BENNINGTON, KAS.—Ottawa County Poultry Association. Mrs. D. Collister, secy. Nov. 28 to 30.
BELOIT, KAS.—Mitchell County Poultry Association. A. Whitney, secy. Dec. 6 to 10.
BIRMINGHAM, ALA.—Dec. 1898. J. H. McCaffrey, pres.
BLOOMINGBURG, O.—Bloomingburg Poultry Association. Earl Shaw, secy. Dec. 12 to 17.
BLOOMINGTON, ILL.—Bloomington Poultry Association. J. E. White, secy. Dec. 26 to 30.
BLUFFTON, O.—Consolidated Poultry and Pet Stock Association. D. J. Kohle, secy. Dec. 28 to Jan. 3.
BOONVILLE, IND.—Southwestern Indiana Poultry Club. W. J. Hargrave, secy. Jan. 4 to 7, 1899.
BOSTON, MASS.—Boston Poultry Association. Arthur R. Sharp, secy., Taunton, Mass. Jan. 19 to 23, 1899.
BROCKTON, MASS.—Brockton Poultry Association. W. H. Adams, secy. Nov. 30 to Dec. 3.
BUNKER HILL, IND.—Bunker Hill Poultry Association. S. M. Newby, secy. Dec. 7 to 10.
BUFFALO, N. Y.—Buffalo Poultry Association. Jan. 2 to 7, 1899. E. C. Pease, secy.
CANTON, O.—Canton Poultry and Pigeon Association. J. H. Leeton, secy. Jan. 3 to 6, 1899.
CAINESVILLE, MO.—Cainesville Poultry Association. Mrs. R. O. Woodward, secy. Nov. 14 to 16.
CARO, MICH.—Dec. 21 to 27. F. H. Watson, secy.
CAREY, O.—Carey Fancy Breeders' Club. W. S. Payne, secy. Jan. 16 to 20, 1899.
CEDAR FALLS, IA.—Cedar Falls Poultry Association. H. W. Conrad, secy. Dec. 15 to 17.
CEDAR RAPIDS, IA.—Western Poultry Fanciers' Association. C. H. Playter, secy. Jan. 16 to 21, 1899.
CHICAGO, ILL.—Illinois State Poultry Association and National Fanciers' Association. Jan. 9 to 14, 1899.
CLEVELAND, O.—Northern Ohio Poultry and Pet Stock Association. L. R. Hunt, secy. Dec. 7 to 15.
CLINTON, MASS.—Clinton Poultry Association. E. J. Harris, secy. Dec. 13 to 16.
COLORADO SPRINGS, COL.—Pike's Peak Poultry Association. Ed. D. Freck, secy. Dec. 28 to 31.
COLUMBUS, O.—Poultry and Pet Stock Show. J. C. Rowe, secy. Feb., 1899.
COTTONWOOD FALLS, KAS.—Chase County P. Association. C. M. Rose, secy. Dec. 27 to Jan. 1.
CRESTLINE, O.—Crestline Fanciers' Association. Nov. 15 to 19.
DALLAS, TEX.—Texas State Fair Association. Sydney Smith, secy. Oct. 1 to 16.
DENVER, COL.—Colorado State Poultry Association. Chas. A. Watson, secy. Jan. 16 to 21, 1899.
DETROIT, MICH.—Michigan State Poultry and Pigeon Association. F. W. McKenzie, secy., Concord, Mich. Jan. 4 to 10, 1899.
DIXON, ILL.—Dixon Poultry Association. H. V. Bardwell, secy. Dec. 6 to 10.
DOWAGIAC, MICH.—Cass County Poultry, Pigeon & Pet Stock Association. E. E. Allger, secy. Dec. 12 to 16.
ELDORADO, KAS.—Butler County Poultry Association. C. H. Pattison, secy. Dec. 20 to 23.
ELMIRA, N. Y.—Elmira Poultry Association. E. W. Andrews, secy. Jan. 17 to 21, 1899.
ERIE, ILL.—Whiteside County Poultry Association. C. W. McCall, secy. Dec. 19 to 24.
ESSEX, MASS.—Esesex County Poultry Association. A. W. Tyler, secy. Jan. 3 to 6, 1899.
FALL RIVER, MASS.—Poultry Show. John Crowther, secy. Dec. 7 to 10.
FITCHBURG, MSAS.—Fitchburg Poultry and Pet Stock Association. Edw. B. Curtis, secy. Dec. 19 to 24.
FORT PLAIN, N. Y.—Mohawk Valley Poultry and Pet Stock Association. Dec. 11 to 14. J. H. Fuller, secy.
GARDEN CITY, KAS.—Garden City Poultry and Pet Stock Association. Sept. 13 to 16. A. S. Parson, secy.
GRAND RIDGE, ILL.—Grand Ridge Poultry Association. T.E. McMullan, secy. Jan. 3 to 6.
GREELEY, COL.—Poudre Valley Poultry Association. C. R. Beckley, secy. Dec. 26 to 29.
HAGERSTOWN, MD.—Oct. 18 to 21. John L. Cost, supt.
HAMPTON, IA.—Northern Iowa Poultry Association. C. W. Brotherton, secy. Nov. 23 to 26.
HARTFORD, CONN.—Poultry Show. F. M. Merritt, secy. Dec. 5 to 10.
HAVERHILL, MASS.—Merrimac Valley Poultry Association. Geo. G. Greenman, secy. Dec. 22 to 30.
HENRY, ILL.—Illinois Valley Poultry Association. R. Freece Burt, secy. Jan. 31 to Feb. 3.
HUTCHISON, KAN.—Hutchison Poultry Association. Geo. C. Reitz, secy. Dec. 20 to 24.
HOOPESTON, ILL.—Hoopeston Poultry Association. F. H. Ayres, secy. Dec. 12 to 17.
INDIANAPOLIS, IND.—State Poultry Association. Thos. W. Pottage, secy. Jan. 9 to 14, 1899.

INDEPENDENCE, MO.—Independence Poultry Association. Wm. Bostain, secy. Nov 30 to Dec. 3.
JACKSONVILLE, ILL.—Central Illinois Poultry Association. Chas. Reynolds, secy. Dec. 19 to 24.
JOHNSTOWN, N. Y.—Adirondack Poultry and Pet Stock Club. Nov. 23 to 26. H. J. Quilhot, secy.
KINGFISHER, OKLAHOMA—Central Oklahoma Poultry Association. H. F. Stephenson, secy. Jan. 16 to 21.
KINGSTON, MO.—Northwest Missouri Poultry Association. R. V. Glenn, secy. Nov. 24 to 26.
KEOTA, IA.—Keota Fanciers' Association. W. S. Gregory, secy. Nov. 16 to 18.
LINCOLN, ILL.—Logan County Poultry and Pet Stock Association. Jan. 10 to 13, 1899. F. A. Hickman, secy.
LA PLATA, MO.—Northern Missouri Poultry Association. E. M. Durham, secy. Nov. 29 to Dec. 2.
LE MARS, IA.—Plymouth County Poultry and Pet Stock Association. G. A. C. Clark, secy. Jan. 24 to 27, 1899.
LOGANSPORT, IND.—North Central Indiana P. Association. Sol. D. Brant, secy. Jan. 18 to 25.
LOUISVILLE, KY.—Kentucky State Poultry Association. W. J. Drulen, secy. Jan. 16 to 21, 1899.
LOUISVILLE, KY.—Poultry Show. W. H. Adams, secy. Nov. 30 to Dec. 3.
MACOMB, ILL.—McDonough County Poultry Association. Chas. W. Griffin, secy. Dec. 12 to 17.
MANHATTAN, KAS.—Manhattan Poultry Association. S. J. Norton, secy. Dec. 1 to 3.
McCOOK, NEB.—McCook Poultry Association. J. S. Le Hew, secy. Feb. 6 to 9, 1899.
MEMPHIS, TENN.—Mississippi Valley Poultry Association. Jan. 3 to 7, 1899. C. R. Barr, 194 2d st., secy.
MEXICO, MO.—Missouri S. P. Association. Emma T. Foster, Borland, Mo., secy. Dec. 13 to 17.
MIAMISBURG, O.—Nov. 29 to Dec. 5. Anthony Herzog.
MILFORD, MASS.—Norfolk County Poultry Association. W. A. Pyne, secy. Dec. 13 to 16.
MILFORD, N. H.—Milford Poultry and Pet Stock Association. E. B. Burns, secy. Jan. 10 to 13, 1899.
MONTGOMERY CITY, MO.—Montgomery City Poultry Association. Miss Lou Barker, secy. Nov. 17 to 19.
NASHVILLE, TENN.—Nashville Poultry Association. J. M. Hopkins, secy. Jan. 10 to 14.
NEW ALBANY, IND.—Southern Indiana Poultry Association. Frank Heck, secy. Jan. 2 to 7.
NEWBURG, N. Y.—Wallkill Valey Poultry, Pigeon and Pet Stock Association. W. Q. Minturn, secy., Warwick, N. Y. Jan. 17 to 19, 1899.
NEW HAVEN, CONN.—New Haven Poultry Association. M. S. Kirkwood, secy. Dec. 28 to 31.
NEW LONDON, CONN.—Eastern Connecticut Poultry Association. C. B. Smith, secy. Dec. 14 to 17.
NEW ORLEANS, LA.—Louisiana P., P. S. Association. Geo. A. Eyrich, box 714, sta. C., New Orleans, La., secy. Feb. 11 to 15, 1899.
NEW YORK, N. Y.—New York Poultry and Pigeon Association. H. V. Crawford, secy., Montclair, N. Y. Jan. 31, Feb. 4, 1899.
NORTH MANCHESTER, IND.—North Manchester Poultry Association. Jan. 8 to 14.
NORTH YAKIMA, WASH.—Poultry Show. Harry H. Collier, secy. Sept. 26 to Oct. 1.
OAKLAND, CAL.—Oakland Poultry Association. F. A. Boswell, secy., Lorin, Cal. Dec. 5 to 10.
OKLAHOMA CITY, O. T.—Oklahoma State Poultry Association. Jan. 2 to 6, 1899. L. F. Laverty, secy., Guthrie, O. T.
OMAHA, NEB.—Nebraska Poultry Association. E. A. Pegler, secy., Lincoln, Neb. Sept. 19 to Oct. 1.
OSKALOOSA, IA.—Iowa State Poultry Association. C. C. Harris, secy. Jan. 2 to 7, 1899.

OXFORD DISTRICT FAIR AND DRIVING ASS'N.

SEPT. 26-29. L. R. WOLFE, Pres

F. W. SIES, Sec., Oxford, Iowa.

Free Street Fair and Farmers' Institute.
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THE GLASGOW, (KY.) FAIR, Held at Glasgow, September 21, 22, 23 and 24, wants a good DRAMATIC COMPANY with BRASS BAND. The band is wanted at the fair during the daytime, and the company will give night shows only at the Opera House. The night show can obtain exceptionally liberal terms by telegraphing at once to
J. TOM. CARTER, Secretary, Glasgow, Ky.

PAINESVILLE, O.—Painesville Poultry, Pigeon and Pet Stock Association. Jan. 23 to 26, 1899. C. W. Hadden, secy.
PALMYRA, ILL.—Palmyra P. Club. S. A. Rigg, secy. Dec. 20 to 24.
PAXTON, ILL.—Central Eastern Illinois Poultry Association. E. B. Pitney, secy. Nov. 29 to Dec. 2.
PEORIA, ILL.—Peoria Feathered Stock Association. V. Dewein, secy. Dec. 28 to Jan. 2.
PORTLAND, MICH.—Portland P. & P. S. Association. J. C. Hathaway, secy. Nov. 29 to Dec. 2. Dec. 5 to 10.
PRINCETON, ILL.—Northern Central Illinois Poultry Association. Dec. 12 to 16. S. S. Smith, secy.
PROPHETSTOWN, ILL.—Rock River Poultry Association. D. L. Woodard, secy. Dec. 6 to 10.
PROVIDENCE, R. I.—Rhode Island Poultry Association. H. S. Babcock, secy. Dec. 14 to 17.
RIVER POINT, R. I.—Rhode Island Poultry Association. H. S. Babcock, secy. Dec. 14 to 17.
ROCKINGHAM, VT.—Connecticut River Valley Poultry Association. Nat. L. Divall, secy. Dec. 20 to 22.
ROACHDALE, IND.—Indiana Fanciers' Association. D. H. Harshberger, secy. Dec. 20 to 24.
ROCKFORD, ILL.—Northern Illinois Poultry Association. H. S. Crandall, secy. Dec. 26 to 31.
SEDGEWICK, KAS.—Harvey County P. Association. W. M. Congdon, secy. Dec. 5 to 10.
SIBLEY, ILL.—Sibley Poultry Association. W. B. Harvey, secy. Jan. 4 to 9, 1899.
SOUTH BEND, IND.—South Bend Poultry and Pigeon Association. Fred F. Willis, secy. Dec. 19 to 24.
SOUTH FRAMINGHAM, MASS.—Middlesex Poultry Fanciers' Association. C. H. B. Chapin, secy. Dec. 6 to 9.
SPOKANE, WASH.—Spokane Poultry Association. John L. Mercer, secy. Jan. 24 to 28, 1899.
SPRINGFIELD, ILL.—Sangamon County Poultry, Pigeon and Pet Stock Association. Jan. 24 to 26, 1899. Ward G. Murray, secy.
SPRINGFIELD, O.—Springfield Fanciers' Association. W. H. Holmes, secy. Dec. 26 to 31.
ST. LOUIS, MO.—Poultry Show. Henry Steinmesch, pres. Dec. 12 to 17.
SUNBURY, O.—Delaware Country Poultry Association. A. R. Letts, secy. Dec. 6 to 9.
SYCAMORE, OHIO—Sycamore Poultry Association. Dec. 14 to 17. Earl R. Williams, secy.
TACOMA, WASH.—State Fair Poultry Show. Harry H. Collier, secy.
THORNTON, IND.—Indiana Central Poultry Association. W. W. Haller, secy. Dec. 19 to 24.
TOLEDO, O.—Toledo Fanciers' Association. F. C. Shepherd, secy. Dec 15 to 21.
TOPEKA, KAS.—Kansas State Poultry Association. J. W. F. Hughes, secy. Jan. 9 to 14.
TORONTO, ONT. CAN.—Poultry Show. Jan. 9 to 15, 1899.
TROY, N. Y.—Hudson Valley Poultry, Pigeon and Pet Stock Association. Dec. 6 to 9. W. T. Lord, secy.
UTICA, N. Y.—Poultry Association. W. J. B. Williams, secy. Holland Patent, N. Y. Jan. 25 to 31.
VILLISCA, IA.—Nodaway Poultry Association. J. Ewise, secy. Nov. 21 to 23.
WASHINGTON COURT HOUSE, O.—Southern Ohio P. Association. W. R. Dalby, secy. Feb. 7 to 11, 1899.
WASHINGTON, D. C.—National Poultry and Pigeon Association. Geo. E. Howard, secy. Jan. 10 to 14, 1899.
WAUPACA, WIS.—Central Wisconsin Poultry Association. January, 1899. W. R. Claussen, pres.
WENONA, ILL.—Wenona Poultry Association. L. D. Brown, secy. Dec. 5 to 8.
WEST CHESTER, PA.—West Chester Poultry and Pigeon Association. E. S. Hickman, secy., Cheyney, Pa. Dec. 14 to 17.
WEST LIBERTY, IA.—West Liberty Poultry Association. A. H. Floyd, secy. Dec. 12 to 15.
WICHITA, KAS.—Arkansas Valley Poultry Association. Mrs. H. P. Swerdfeger, secy. Dec. 13 to 19.
WINONA, MINN.—Winona Poultry Association. Henry Hess, secy. Jan. 24 to 25, 1899.
WORCESTER, MASS.—Central Massachusetts Poultry Club. C. A. Ballou, secy. Jan. 5 to 8, 1899.
XENIA, O.—Southwestern Ohio Poultry and Pigeon Association. A. G. Spahr, secy. Dec. 20 to 24.
YOUNGSTOWN, O.—Youngstown Poultry, Pigeon and Pet Stock Association. E. N. Sinon, secy. Dec. 20 to 24.
ZANESVILLE, O.—Muskingum Valley Poultry Association. Dec. 7 to 10. C. U. Shryock, secy.

Expositions.

CLINTON, ONT. CANADA—Horticultural Society Exhibition. Aug. 30 to Sept. 2.
DALLAS, TEX.—Dallas Exposition Association. Sydney Smith, secy. Oct. 1 to 16.
HALIFAX, N. S.—Provincial Exposition. Sept. 23 to 29.
LONDON, ENG.—Earl's Court. Imre Kiralfy's Universal Exhibition. May to October, 1898.
MILWAUKEE, WIS.—Industrial Exposition. Sept. 10 to Oct. 5.
NIAGARA FALLS, N. Y.—Pan-American Exposition, 1899. R. C. Hill, secy.
OAKLAND, CAL.—J. W. Nelson, pres.; Geo. Rolth, secy.; Union National Bank, treas.
OMAHA, NEB.—Trans-Mississippi and International Exposition, June 1-Nov. 30, 1898.
PETERBORG, CANADA—Peterborg Central Exhibition. W. J. Green, Box 181, secy. Sept. 29 to Oct. 1.
PHILADELPHIA, PA.—Exposition of American Manufacturers', 1899. Dr. Wm. Pepper, chairman.
PITTSBURG, PA.—Exposition, Sept. 7 to Oct. 22.
PORTLAND, ORE.—Exposition of 1898.
QUEBEC, CAN.—Quebec Exposition Co. Sept. 12 to 21.

SAN FRANCISCO, CAL.—Irish Fair. Aug. 20, three weeks. L. W. Budley, mgr.
SAN FRANCISCO, CAL.—Semi-Centennial Exposition. Winter, 1901.
ST. LOUIS, MO.—Exposition, 1898.
SHERBROOKE, P. QUE., CAN.—Eastern Exhibition. Sept. 5 to 10.
ST. JOHNS, N. B.—New Brunswick Exposition Co. Sept. 23 to 29.
TORONTO, ONT., CANADA—Industrial Exposition. W. P. Fraser, secy. Sept. 5 to 8.
TULLAHOMA, TENN.—Tobacco and Grain Exposition. December.
WINSTON, N. C.—Tobacco Exhibition. November, first week.

Races.

ALAMEDA, CAL.—Alameda Driving Association. A. O. Gott, secy. July 4 and Sept. 9.
ALLENTOWN, PA.—Sept. 19 to 23.
ANACONDA, MONT.—Aug. 11 to Sept. 10.
AUGUSTA, WIS.—Northwestern Wisconsin Fair and Race Circuit. Sept. 6 to 9.
BALTIMORE, MD.—Gentlemen's Driving Club. Sept. 20 to 24.
BANGOR, ME.—Aug. 29 to Sept. 2.
BAY CITY, MICH.—Aug. 20 to Sept. 2.
BEAVER, PA.—Sept. 20 to 23.
BELLEFONTAINE, O.—Oct. 4 to 7.
BETHLEHEM, Pa.—Sept. 13 to 17.
BLOOMINGTON, ILL.—Aug. 30 to Sept. 2.
BLOOMSBURG, PA.—Oct. 12 to 15.
BOONVILLE, IND.—Tri-State Racing Circuit. Sept. 27 to 30.
BRIDGEPORT, CONN.—Aug. 30 to Sept. 2.
BRIDGEPORT, CONN.—Oct. 11 to 14.
BROOKLYN, N. Y.—Brooklyn Jockey Club. May 28 to June 16, Sept. 13 to 29.
BURGETTSTOWN, PA.—Oct. 4 to 6.
BURLINGTON, VT.—Sept. 6 to 9.
BUSHNELL, ILL.—Aug. 30 to Sept. 2.
BUTLER, PA.—Sept. 6 to 9.
CARMI, ILL.—Tri-State Racing Circuit. Sept. 6 to 10.
CARROLLTON, O.—Sept. 28 to 30.
CARTHAGE, ILL.—Sept. 6 to 9.
CARTHAGE, MO.—Sept. 28 to 30.
CEDARBURG, WIS.—Sept. 26 to 28.
CHIPPEWA FALLS, WIS.—Northwestern Wisconsin Fair and Race Circuit. Sept. 13 to 16.
COBLESKILL, N. Y.—Delaware & Hudson Circuit. Sept. 19 to 22.
COFFEYVILLE, KAS.—Sept. 13 to 16.
CONCORD, N. H.—Race meeting at Driving Park. Aug. 1 to 4. Sept. 5 to 8
CONEY ISLAND, N. Y.—Coney Island Jockey Club. June 18 to July 4, Aug. 23 to Sept. 10.
CORSICANA, TEXAS—Oct. 26 to 29. T. D. Hightower, secy.
DALLAS, TEX.—Texas State Fair Association. Sydney Smith, secy. Oct. 1 to 16.
DANBURY, CONN.—Oct. 3 to 8.
DAYTON, O.—Oct. 4 to 7.
DENTON, TEXAS—Sept. 14 to 17. W. A. Miller, secy.
DETROIT, MICH.—Highland Park Races. July and September, second week, 1899.
DOVER, N. H.—Sept. 26 to 30.
DURAND, WIS.—Northwestern Wisconsin Fair and Race Circuit. Sept. 27 to 30.
ERIE, KAS.—Sept. 6 to 9.
ERIE, PA.—Sept. 6 to 9.
EVANSVILLE, IND.—Tri-State Racing Circuit. Sept. 19 to 23.
FORT SCOTT, KAS.—Sept. 27 to 30.
FT. WORTH, TEXAS—Sept. 21 to 24. E. E. Wright, secy.
GALLIPOLIS, O.—Sept. 13 to 16.
GRAYVILLE, ILL.—Tri-State Racing Circuit. Aug. 30 to Sept. 3.
GROESBECK, TEXAS—Nov. 9 to 12. S. D. Bugg, secy.
GRUNDY CENTER, IA.—Sept. 20 to 22.
HAGERSTOWN, MD.—Oct. 18 to 21.
HAMBURG, N. Y.—Sept. 13 to 17.
HARTFORD—Sept. 5. Grand Trotting Circuit.
HARRISONVILLE, MO.—Sept. 6 to 9.
HARTLAND, ME.—Sept. 22 to 24.
HILLSBORO, O.—Sept. 13 to 17.
HOLSTEIN, IA.—Sept. 5 to 8
HOT SPRINGS, ARK.—Winter Racing Circuit. December, 1898.
HOUSTON, TEXAS—Oct. 31 to Nov. 5. W. S. Foote, secy.
INDEPENDENCE, KAS.—Aug. 30 to Sept. 2.
JOHNSTOWN, PA.—Tri-County Agricultural and Driving Association. Spring Meeting, June 1 to 3; Midsummer Racing Festival, July 27 to 29; Fall Races, Sept. 6 to 9.
LA GRAND, ORE.—District Agricultural Society. Oct. 10 to 17.
LEBANON, O.—Sept. 20 to 23.
LEBANON, PA.—Sept. 7 to 9.
LEHIGHTON, PA.—Sept. 27 to 30.
LEXINGTON, KY.—Trotting Horse Breeders' Association. Oct. 4 to 15.
LIMA, O.—Sept. 27 to 30.
LONDON, O.—Sept. 6 to 9.
LOS ANGELES, CAL.—Races. Sept. 15 to 30.
LOUISVILLE, KY.—Races. Sept. 26 to Oct. 1.
LYNBROOK, L. I.—Summer Carnival. Lynbrook Driving Park. Sept. 13 to 17. R. L. Davis, secy.
MALONE, N. Y.—Sept. 27 to 30.
MARYSVILLE, O.—Oct. 4 to 7.
MAUSTON, WIS.—Aug. 30 to Sept. 1.
MENOMINEE, WIS.—Northwestern Wisconsin Fair and Race Circuit. Sept. 20 to 23.
MINEOLA, L. I.—Queens County Jockey Club. April 25 to May 3, Aug. 15 to 20, Oct. 24 to Nov. 8.
MT. GILEAD, O.—Oct. 4 to 7.
NASHUA, N. H.—Sept. 13 to 18.
NASHVILLE, TENN.—Tennessee Breeders' Association. April 27 to May 6, 1899. J. W. Rurswurm, secy.
NEVADA, MO.—Sept 20 to 23.
NEWARK, N. J. (S. F.)—Sept. 5 to 9.
NEW CITY, N. Y.—New City Driving Park. Sept. 7 to 9.
NEW HARMONY, IND.—Tri-State Racing Circuit. Sept. 12 to 16.
NEW HARMONY, IND.—Sept. 13 to 16.
NEW LEXINGTON, O.—Sept. 13 to 16.
N. ANSON, ME. (Fair)—Sept. 12 to 16.
OLD ORCHARD, ME.—Breeders' Mile Track Association. Aug. 8 to 12 and Sept. 19 to 23. M. F. Porter, Mgr.
ONEONTA, N. Y.—Delaware & Hudson Circuit. Sept. 12 to 15.

OSKALOOSA, IA.—Sept. 12 to 15.
OTTAWA, ONT., CANADA—Central Canada Turf Club. Oct. 3 to 8.
OWENSBORO, KY.—Tri-State Racing Circuit. Oct. 4 to 7.
OWENSBORO, KY.—Oct. 4 to 8.
PADUCAH, KY.—Paducah Fair and Exposition Association. Alex. Kirkland, secy. July 21 and 22, and Oct. 11 to 14.
PALESTINE, TEXAS—Nov. 16 to 19. Thos. Hall, secy.
PAULDING, O.—Sept. 6 to 9.
PLATTSBURGH, N. Y.—Sept. 13 to 16.
PORTLAND, IND.—Sept. 26 to 30.
PORTLAND—Sept. 12. Grand Trotting Circuit.
PROVIDENCE, R. I.—Oct. 3 to 7.
PROVIDENCE, R. I.—Sept. 5 to 9.
READVILLE, MASS. (N. E. T. H. B.)—Sept. 19 to 23.
RED OAK, IA.—Sept. 21 to 23.
RICH HILL, MO.—Sept. 13 to 16.
RICHWOOD, O.—Oct. 14 to 18.
ROCKFORD, ILL.—Races. Dr. H. McClellan, mgr.
SANDY HILL, N. Y.—Delaware & Hudson Circuit. Sept. 6 to 9.
SCHOHARIE, N. Y.—Delaware & Hudson Circuit. Sept. 26 to 29.
SIDNEY, O.—Sept. 20 to 23.
SPRINGFIELD, ILL. (S. F.)—Sept. 23 to Oct. 1
SPRINGFIELD, MO.—Oct. 4 to 7.
ST. ALBANS, VT.—Sept. 20 to 22.
ST. JOHN, N. B.—Agricultural Society Races. Moosepath Trotting Park. Sept. 21.
SYRACUSE, N. Y.—Aug. 8 to 11; Aug. 29 to Sept. 3.
TERRE HAUTE, IND.—Sept. 19 to 25.
TOMAH, WIS.—Sept. 6 to 8.
TORONTO, CAN.—Woodbine Park Races. Sept. 24 to Oct. 1.
TRENTON, N.J. (Inter-S. F.)—Sept. 26 to 30.
TROY, O.—Sept. 26 to 30.
VAN WERT, O.—Sept. 13 to 16.
VILLISCA, IA.—Sept. 26 to 29.
VINCENNES, IND.—Oct. 3 to 8.
VINELAND, N. J.—Trotting Association. John A. Ackley, secy.
VIROQUA, WIS.—Sept. 13 to 16.
WARREN, ILL.—Sept. 20 to 23.
WARREN, O.—Northeastern Ohio Circuit.
WASHINGTON, PA.—Sept. 20 to 23.
WAPOKONETA, O.—Oct. 4 to 7.
WAPOKONETA, O.—Sept. 6 to 9.
WAYNESBURG, PA.—Sept. 14 to 17.
WESTCHESTER, N. Y.—Westchester Racing Association. May 7 to 26, Oct. 1 to 22.
WEST SALEM, WIS.—Sept. 20 to 22.
WHEELING, W. VA.—Sept. 5 to 9.
WHITEHALL, WIS.—Northwestern Wisconsin Fair and Race Circuit. Aug. 30 to Sept. 2.
WHITE RIVER JUNCTION, VT.—Aug. 30 to Sept. 1.
WICHITA, KAS.—Sept. 19 to 24.
ZANESVILLE, O.—Sept. 7 to 9.

CONVENTIONS, Fetes, Celebrations, Etc.

Under this heading we publish free of charge the dates of all notable events, which are likely to attract large concourses of people to any one particular city and for this reason prove of importance to advertisers, showmen, streetmen, general passenger agents, etc. The list is carefully revised and corrected monthly.

ASHEVILLE, N. C.—National Liquor Dealers' Protective Association. Oct. 10 to 15.
ATLANTIC CITY, N. J.—Pharmaceutical Association. May, 1899. Frank C. Stutzlen, Elizabeth, N. J.
AUBURN, IND.—Carnival. Sept. 14 to 16. W. H. McIntyre, pres.
AURORA, ILL.—Ancient Order Hibernians. 1900. Daniel McGlynn, secy., St. Louis.
BALTIMORE, MD.—Independent Order of Free Sons of Israel. 1902.
BALTIMORE, MD.—International Brotherhood of St. Andrew. Sept. 28 to Oct. 2. H. Bobbitt, secy., Raleigh, N. C.
BALTIMORE, MD.—Supreme Council of Chosen Friends. 3d Tuesday Sept., 1899. S. K. Wagner, supreme secy., Phila., Pa.
BANGOR, ME.—Knights of Pythias. Oct. 5 and 6.
BANGOR, ME.—Maine Musical Festival. Oct. 6 to 8.
BELLEFONTAINE, O.—Annual Reunion of 132d and 134th Regiments Ohio Volunteers. September.
BINGHAMTON, N. Y.—State Haymakers. Sept. 24.
BINGHAMTON, N. Y.—New York State Association of School Commissioners and Superintendents. November, 1898. Miss Cora A. Davis, secy., Whitesboro, N. Y.
BIRMINGHAM, ALA.—Phamaceutical Association. May, '99. P. C. Candidus, Mobile, secy.
BOSTON, MASS.—Sovereign Grand Lodge, I. O. O. F. 1898.
BOSTON, MASS.—National Loom Fixers' Association. Sept. 14, 1898.
BOSTON, MASS.—Republican State Convention. Oct. 6.
BOSTON, MASS.—Massachusetts Charitable Mechanical Association. October and November.
BOSTON, MASS.—American Street Railway Association. September or October.
BRADFORD, PA.—Pennsylvania Bill Posters' Association. May 15 and 16, '99. John D. Mishler, pres.; John G. Reese, secy., Scranton, Pa.
BUFFALO, N. Y.—Traveling Engineers. Sept. 14. W. O. Thompson, secy., Elkhart, Ind.
CANON CITY, COL.—Fruit Day Celebration. Sept. 15 and 16.
CANISTEO, N. Y.—Steuben County Firemen's Association. During summer.
CAYUGA ISLAND, near Niagara Falls)—Pan American Exposition. May 1 to Nov. 1. Hon. W. Caryl Ely, Director; R. C. Hill, secy., Buffalo, N. Y.

CEDAR RAPIDS, IA.—Carnival. E. R. Shaw, secy. September.
CHAUTAUQUA LAKE, N. Y.—American Association of Librarians, 1898. Melville Dewey, secy., Albany, N. Y.
CHESTER, PA.—State Federation of Women's Clubs. Mrs. Horace Brock, of Lebanon, Pa., pres. November.
CHICAGO, ILL.—State Federation of Women's Clubs. October.
CHICAGO, ILL.—Peace Carnival. Oct. 3 to 15.
CHICAGO, ILL.—National Editorial Association. September.
CINCINNATI, O.—National Association of Master House and Decorators of the United States. February, 1899.
CINCINNATI, O.—National Charities and Correction Congress. May, 1899.
CINCINNATI, O.—National Association of Stove Manufacturers. May, 1899.
CINCINNATI—Populists' National Convention. Sept. 5.
CINCINNATI, O.—Annual Convention of Master Horseshoers. Oct. 11, 1898. W. J. Moore, secy., Pittsburg, Pa.
CINCINNATI, O.—Triennial Meeting General Grand Chapter. September, 1900.
CINCINNATI, O.—Saengerfest Jubilee. 1899.
CINCINNATI, O.—Catholic Knights of Ohio. 1898. James A. Dailey, secy., Toledo, O.
CINCINNATI, O.—Grand Council, R. A. M. Sept. 27, 1898.
CINCINNATI, O.—National Encampment G. A. R. Sept. 5 to 10.
CINCINNATI, O.—Grand Chapter. Sept. 28 and 29, 1898.
CINCINNATI, O.—German Day Association. Sept. 4.
CINCINNATI, O.—National Embalmers' Association. 1898.
CINCINNATI, O.—Supreme Council Ancient Accepted Scottish Rites. Sept. 20, 1898.
CINCINNATI, O.—Wholesale Saddlery Association. Oct. 27 to 29.
CINCINNATI, O.—Biennial Convention of Bavarian Societies of North America. 1899. Valentine Blueplein, secy., Buffalo, N. Y.
CINCINNATI, O.—National Laundrymen's Association. 1898. H. W. Stoer, Cleveland, Ohio.
CINCINNATI, O.—Old Volunteer Firemen's Life Association. Feb. 22, 1899.
CINCINNATI, O.—Grand Court, Ohio Foresters. 1898.
CINCINNATI, O.—Y. M. C. A. Golden Jubilee. 1898.
CLEVELAND, O.—Brewmasters' National Association. September, 1898.
CLEVELAND, O.—United Association Journeyman Plumbers, Gas Fitters, Steam Fitters and Steam Helpers of U. S. and Canada. W. J. Spencer, Buffalo, N. Y., secy. September, 1898.
CLINTON, IA.—Knights and Ladies of the Golden Crescent. Dec. 6.
CLEAR LAKE, IA.—Northwestern Epworth League. Sept. 27 to 30.
COLUMBUS, O.—State Convention of Federation of Women's Clubs. October.
COLUMBUS, O.—Masonic Grand Lodge. October, 1898.
COLUMBUS, O.—American Medical Association. 1899. Dr. Joseph M. Matthews, pres., Louisville, Ky.
COLUMBUS, O.—State Convention Brotherhood of St. Andrew. Nov. 5 and 6.

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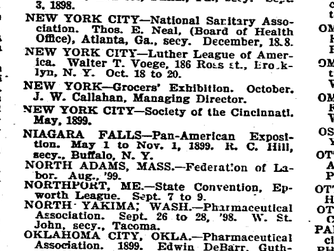
CONCORD, N. H.—Patrons of Husbandry National Grange. John Trimble, 514 F. st., Washington, D. C., secy. November, 1898.
COUNCIL BLUFFS, IA.—Missouri Valley Medical Association. Sept. 22.
DAYTON, O.—Fairview Park. Jas. Granbaum, Mgr.
DAYTON, O.—Southern Diocese of Ohio Convention. Bishop Vincent, Chairman, Cincinnati, O.
DECATUR, ILL.—Corn Festival. Oct. 22 to 29.
DENVER, COL.—Roadmasters' Association of America. Summer of 1898.
DENVER, COL.—American Bankers' Association. Sept. 1.
DENVER, COL.—Railroad Commissioners. 1899.
DENVER, COL.—National Dairy Commissioners' Association. August.
DENVER, COL.—National Editorial Association. Sept. 6 to 10.
DETROIT, MICH.—National Tobacco Workers' Union. E. Lewis Evans, 422 Granite Block, St. Louis, Mo., secy. Sept. 26, 1898.
DETROIT, MICH.—National Evangelization Union. 1898. Rev. F. Mason, secy., North New York.
DETROIT, MICH.—Amalgamated Association of Iron and Steel Workers. May, 1899. John Williams, Pittsburg, Pa., secy. and treas.
DETROIT, MICH.—National Canned Goods Packers' Association, Western Canned Goods Packers' Association, Canning Machinery and Supplies Association. February, 1899.
DETROIT, MICH.—International Association of Coupon Ticket Agents. September, 1898.
DURHAM, N. C.—Pharmaceutical Association. May, 1899. H. R. Horne, Fayetteville, N. C.
FLUSHING, N. Y.—Order of American Firemen. Sept. 13 and 14.
FREDERICK CITY, MD.—United Brethren Church of United States and Europe Centennial Celebration. 1901.
FT. WAYNE, IND.—North Indiana Teachers' Association. April, 1899. W. C. Bellman, Hammond, Ind., pres.
FT. WORTH, TEXAS.—Farmers' National Congress. John M. Stahl, 4318 Laughley av., Chicago, Ill., secy. Dec. 6 to 14, 1898.
GRAND RAPIDS, MICH.—State Firemen's Convention. 1899. Geo. L. Gray, secy. and treas., La Peer, Mich.
GRAND RAPIDS, MICH.—Railroad Master Blacksmiths' National Convention. 2nd Tuesday September, 1898. D. D. Garrabrandt, secy., Atchison, Kas.
GRAND RAPIDS, MICH.—Pythian Grand Lodge. 1899.
GREELEY, COL.—State Federation of Clubs. Oct. 11 and 12.
GUADENHUTTEN, O.—Centennial Celebration. September.
HARRISBURG, PA.—Traveling Men's Club. February, 1899. Fred L. Morganthaler, secy.
HALIFAX, N. S.—Dominion Educational Association. August.
HAMILTON, N. Y.—Mystic Order of Veiled Prophets. Oct.
HARRISBURG, PA.—State Convention of Christian Endeavorers. Oct. 4 to 9.
HARRODSBURG, KY.—Mexican Veterans' Meeting. Sept. 20.
HOLYOKE, MASS.—Pharmaceutical Society. June, 1899. Jas. F. Guerin, Worcester, secy.
HOT SURINGS, ARK.—Pharmaceutical Association. May 9, 1899. John B. Bond, Jr., Little Rock, secy.
INDIANAPOLIS, IND.—Convention Improved Order of Red Men. Sept. 13, 1898.
INDIANAPOLIS, IND.—National Laymen's Convention. M. E. Church. October, 1898.
INDIANAPOLIS, IND.—National Convention Epworth League. 1899.
INDIANAPOLIS, IND.—National Prison Congress. September, 1898.
INDIANAPOLIS, IND.—International Bill Posters' Association of the United States and Canada. July, 1899.
INDIANAPOLIS, IND.—Pharmaceutical Association. Feb., '99.
INDIANAPOLIS, IND.—National Prison Congress. October.
ISLES OF SHOALS, N. H.—Pharmaceutical Association. Sept. 6.
JEFFERSON CITY, MO.—Pharmaceutical Association. June 6, 1899. H. M. Whelpley, St. Louis, secy.
JUNCTION CITY, KAS.—G. A. R. Association. Sept. 8 to 10.
KANSAS CITY, MO.—Colored Baptists. September, 1898.
KANSAS CITY, MO.—American National Baptist Convention.
KANSAS CITY, MO.—National Harness Manufacturers' and Dealers' Protective Association. Sept. 13 to 15.
KANSAS CITY, MO.—American Federation of Labor. December, 1898. Frank Morrison, secy.
KANSAS CITY, MO.—Missouri and Kansas Short-Horn Breeders' Association. Feb. 15, 1899. W. B. Brush, secy., Station A, Kansas City, Mo.
KANSAS CITY, MO.—National Building Trades Council, 1898. W. H. Steinbiss, secy., St. Louis, Mo.
LAWRENCE, KAN.—Pharmaceutical Society. May, 1899. F. A. Snow, Topeka, secy.
LEBANON, PA.—Firemen's Convention and Tournament. Oct. 3 to 8.
LOS ANGELES, CAL.—Women's Christian Temperance Union. November.
LOUISVILLE, KY.—T. P. A. Convention. 1899. Charles R. Duffin, national pres., Terre Haute, Ind.; Louis T. Le Beaume, secy., St. Louis.
LOUISVILLE, KY.—Louisville Columbarian Association. W. H. Adams, secy. Nov. 30 to Dec. 3.
MACON, GA.—Grand Lodge of Masons. Oct. 25. W. A. Wolbin, secy.
MACON, GA.—Diamond Jubilee Carnival. October.
MANCHESTER, N. H.—Christian Endeavor Reunion. Oct. 3 to 5.
MARSHALLTOWN, IA.—Free Silver Party Convention. Sept. 7.
MAYSVILLE, KY.—Grand Encampment, Odd Fellows. May, 1899.
MEXICO—Independence Celebration. Sept.
MEXICO, MO.—State Industrial Exposition. Dec. 12 to 17, 1898.
MILWAUKEE, WIS.—National Hardware Association. Nov. 16, 1898.
MILWAUKEE, WIS.—National Brotherhood of Locomotive Engineers. 1899.
MILWAUKEE, WIS.—Western Gas Association. 1899.
MILWAUKEE, WIS.—National Eisteddfod. January, 1899.
MOUNT VERNON—Anniversary Celebration of Washington's Death Day, by Masonic Fraternity. (Estimated attendance, 10,000.. Dec. 14, 1899.
NEW ORLEANS, LA.—Brotherhood of R. R. Trainmen. May, 1899.
NEW ORLEANS, LA.—National Association of Master Plumbers. 1899.
NEWPORT NEWS, VA.—Virginia State Firemen's Convention. September.
NEW YORK CITY—United Brotherhood of Carpenters and Joiners of America. P. J. McGuire, Box 884, Phila., Pa., secy. Sept. 3, 1898.
NEW YORK CITY—National Sanitary Association. Thos. E. Neal, (Board of Health Office), Atlanta, Ga., secy. December, 18.8.
NEW YORK CITY—Luther League of America. Walter T. Voege, 186 Ross st., Brooklyn, N. Y. Oct. 18 to 20.
NEW YORK—Grocers' Exhibition. October. J. W. Callahan, Managing Director.
NEW YORK CITY—Society of the Cincinnati. May, 1899.
NIAGARA FALLS—Pan-American Exposition. May 1 to Nov. 1, 1899. R. C. Hill, secy., Buffalo, N. Y.
NORTH ADAMS, MASS.—Federation of Labor. Aug. '99.
NORTHPORT, ME.—State Convention, Epworth League. Sept. 7 to 9.
NORTH YAKIMA, WASH.—Pharmaceutical Association. Sept. 26 to 28, '98. W. St. John, secy., Tacoma.
OKLAHOMA CITY, OKLA.—Pharmaceutical Association. 1899. Edwin DeBarr, Guthrie, Okla., secy.
OMAHA, NEB.—United States Bee Keepers' Union. Oct.
OMAHA, NEB.—Supreme Council, Ancient and Accepted Scottish Rite, Southern and Western Masonic Jurisdiction. October, 1898.
OMAHA, NEB.—Sons of Veterans' National Encampment. September, 1898. Charles K. Darling, Commander-in-Chief.
OMAHA, NEB.—National Eclectic Convention. 1898.
OMAHA, NEB.—National Road Parliament. 1898.
OMAHA, NEB.—Louisiana Press Association. 1898.
OMAHA, NEB.—Surgical and Geneological Association. Dec. 26 to 29. G. H. Simmons, secy., Lincoln, Neb.
OMAHA, NEB.—American Association of mass, secy., Brownville, Neb. Oct. 26, 1898.
OMAHA, NEB.—American Maize Propaganda. B. W. Snow, secy., Chicago, Ill. October.
OMAHA, NSB.—National Council of Women. May Wright Sewall, pres., Indianapolis. Oct. 24 to 29.
OMAHA, NEB.—Liberal Congress of Religions. Rev. Jenkins L. Jones, 3939 Langley ave., Chicago, Ill. Oct. 18 to 25.
OMAHA, NEB.—National Household Economic Association. Miss Ellen F. Marshall, secy., 1882 W. 22de st., Chicago. Oct. 17.
OMAHA, NEB.—Congress of Social Economics. Victor Rosewater, secy., Omaha, Neb. Sept. 12 to 17.
OMAHA, NEB.—Congress of Christian Activities. Rev. F. A. Warfield, of Omaha, chairman. September.
OMAHA, NEB.—Grand Lodge, K. of P. Oct. 11. Will H. Love, Lincoln, Neb., secy.
OMAHA, NEB.—National Funeral Directors' Association. Oct. 12. Chas. W. Nully, Philadelphia, Pa., secy.
Dental Examiners. Sept. 2 and 3. Chas. A. Meeker, 29 Fulton street, Newark, N. J., secy.
OMAHA, NEB. — National Association of Dental Faculties. Sept. 2 and 3. Dr. J. H. Kennedy, St. Louis, Mo., secy.
OMAHA, NEB.—Annual Convention American Cemetery Superintendents. Sept. 12 to 17. Frank Eurich, Detroit, Mich., secy.
OMAHA, NEB.—Nebraska State Association Funeral Directors. Sept. 12 to 14. Peter Bell, Norfolk, Neb., secy.
OMAHA, NEB.—Trans-Mississippi Fruit Festival Association. June 1 to Nov. 1. G. W. Hervey, secy.
OMAHA, NEB.—American Association of Farmers Institute Managers. October. F. W. Taylor, secy.
OSKALOOSA, IA.—Iowa Friends' Church Yearly Meeting. Sept. 6 to 13.
OTTAWA, KAS.—American Public Health Association. September, 1898. Dr. C. O. Probst, secy., Columbus, O.
OTTAWA, ONT., CAN.—American Public Health Association. Sept. 27.
OTTAWA, ONT., CANADA—Allied Printing Crafts Union. June, 1899.
PARIS, FRANCE—National Editorial Association. 1900.
PHILADELPHIA, PA.—Pharmaceutical Association. June, '99. J. A. Miller, secy., Harrisburg, Pa.
PHILADELPHIA, PA.—National Association of Agricultural Implemnts and Vehicle Manufacturers. September. W. P. Molan, secy.
PHILADELPHIA, PA.—Food Show. Second Regiment Armory. Autumn, 1898.
PHILADELPHIA, PA.—International Commercial Congress. June, 1899.
PITTSBURG, PA.—International Astronomical Congress. May, 1900. C. W. Scovil, secy.
PITTSBURG, PA.—Grand Encampment of Knights Templars. 2d Tuesday in October, 1898. W. B. Melish, Pr. Junior Warden.
PITTSBURG, PA.—Young Men's Republican Tariff Club. Sept. 7.
PITTSBURG, PA.—Biennial Convention of the Knights and Ladies of Honor of Pennsylvania. 1899. Grand secy., Fred Voelcker, Philadelphia.
PITTSBURG, PA.—American Association of Obstetricians and Gynecologists. Sept. 20 to 25.
PORTLAND, ME.—Maine Musical Festival. Oct. 10 to 12.
PORTLAND, ORE.—Pharmaceutical Association. Oct., 1898. A. W. Allen, secy.
RICHMOND, VA.—Association of Railway Superintendents of Bridges and Buildings. Oct. 18.
ROCK ISLAND, ILL.—Union Veterans' Union. 1898. Gen. H. L. Street, Commander-in-Chief, Washington, D. C.
SAN FRANCISCO, CAL.—Northern Baptist Convention. 1899.
SARATOGA, N. Y.—Republican State Convention. Sept. 25.
SEDALIA, MO.—German-American Day. Sept. 22.
SHELBYVILLE, IND. — Southern Indiana Teachers' Association. March, 1899.
SPRINGFIELD, ILL.—Illinois Sheep Breeders' Association. Nov. 16 to 18. John G. Springfield, Mass.—State Encampment G. A. R. 1899.
SPRINGFIELD, O.—Master Plumbers' Convention. 1899.
ST. LOUIS, MO.—Wholesale Drug Association National Convention. October, 1898.
ST. LOUIS, MO.—Carriage Builders' National Association. September, 1898. H. C. McLear, secy., Wilmington, Del.
ST. LOUIS, MO.—Independent Order of Red Men. March, 1899.
ST. LOUIS, MO.—American Fire Chief's Association. Oct. 18.
ST. LOUIS, MO.—Grand United Order of Odd Fellows. Geo. E. Temple, 2341 Washington st., secy. Oct. 4, 1898.
ST. LOUIS, MO.—Jewish Fair and Bazaar. Autumn, '98.
ST. LOUIS, MO.—State Convention of Good Roads. Nov., '98.
ST. LOUIS, MO.—Cattlemen of United States, Canada and Mexico. Autumn.
ST LOUIS MO.—Elks' Convention. 1900
ST. PAUL, MINN.—Minnesota Retail Hardware Association. J. W. Clark, secy., Minneapolis, Minn. 1899.
ST. PAUL, MINN.—Master Car and Locomotive Painters' Association. Sept. 13 to 16.
SYRACUSE, N. Y.—State Wine, Liquor and Beer Dealers' Association. Sept. 13 to 15.
SYRACUSE, N. Y.—Semi-Centennial. Oct. 11 to 17, 1898.
TERRE HAUTE, IND.—State G. A. R. Encampment. 1899.
TOLEDO, O.—Letter Carriers' National Convention. Sept. 6, 1898.
TOLEDO, O.—Ohio Bill Posters' Association. May 9, 1899.
TOLEDO, O.—Ancient Order of Hibernians. April, 1899.
TOLEDO, O.—Grand Army of the Tennessee. 1898.
TOPEKA, KAN.—State Dairy Convention. Nov. 16 to 18.
TORONTO, CAN.—Brotherhood of Locomotive Firemen of N. America. 1899.
UTICA, N. Y.—State Convention of Y. P. S. C. E. Oct.
VANCEBURG, KY.—Junior Order of United American Mechanics. 1899.
WASHINGTON, D. C.—Episcopal Church Convention. October. 1898.
WASHINGTON, D. C.—Knights of Malta Annual Convention. Oct. 17 to 21.
WATERLOO, IA.—Farmers' National Encampment Association. Sept. 19 to 30.
WHEELING, W. VA.—Reunion of the Society of the Army of West Virginia. September, 1898.
WORCESTER, MASS.—American Antiquarian Society. Chas. A. Chase, secy. October, 1898.

Bill Posters' Paste Brushes.

This brush is manufactured especially for us, and is fully warranted. It is the cheapest GOOD Brush you can find anywhere.

PRICES.

8 inch, $2.25 each.
9 inch, 2.75 each.
10 inch, 3.00 each.



This is our celebrated

"UNEXCELLED"

The Best Paste Brush made. Popular everywhere on account of its great durability.

PRICES.

8 inch, $2.75 each.
9 inch, 3.00 each.
10 inch, 3.25 each.

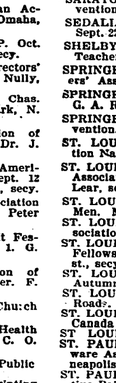
SEND YOUR ORDERS TO

The Donaldson Litho. Co., Cincinnati.

SOLE WESTERN AGENTS FOR THE
CELEBRATED WIRE BOUND BRUSH.

Jointed Magnetic Hammers

Just the thing for Card Tackers.



The hammer is a true magnet which will never wear out or lose its magnetic power. The jointed handle and mechanical device on the side, which holds the card or tin sign, enables you to get your work up high—away above the reach of mischievous kids.

Donaldson Lith. Co.,
Cincinnati, O.

DEAR SIRS: I received from you a few days ago a Magnetic Hammer in good condition. I have used the same and find it to be the finest article for putting up signs that I have ever used. Yours truly,
FLEISCHMAN & Co.
Gardner, Mass.

W. P. BARDERD, Agt.

SAVES CLIMBING.
SAVES WORK.

Enables you to give your clients first-class permanent service.

PRICES:

36-in. handles, 2 sections, $2.00
42-in handles, 3 sections, $2.50

DONALDSON LITHO CO. Sole Agents,
CINCINNATI.

CASH MUST ACCOMPANY ORDER. NONE SENT C. O. D.

BEST Plant on the S. E. Coast.
BERNARD OWNS SAVANNAH, GA.
Office, 19 Congress Street, E.

Have bought the interest of my partner, will increase the capacity, strengthen the working force, and continue to give only first-class service. J. E. Campos, I. A. D. member, in same office, is authorized to transact business for me. Chas. Bernard.

A. B. P. A.

We take special pleasure in announcing that we have been elected to membership in the International Association of Distributors at Dunmore and

SCRANTON, PA.

and we will guarantee to uphold the dignity of the Association at all times. Our work can be depended on.
REESE & LONG.

J. GARLICK,
City Bill Poster, Distributor
AND ADVERTISING SIGN PAINTER,
633 Commercial Place,
New Orleans.

AKER & KENNEDY, Reliable Billposters and Distributors, Iron River, Wis. They cover Bayfield, Douglas and Ashland Counties. Write them

J. H. GROVE, CITY BILL POSTER AND DISTRIBUTOR.
All work guaranteed.
MARIANNI AND RAGO CITY, ARK.

M. K. WALKER, BRADFORD, McKEAN COUNTY, PENN., Does honest distributing in Bradford. Population 18,000. References, all leading Druggists. Give him a trial.

PUEBLO, COLO. I am still distributing, still doing good work at the same old stand. JESSE MITCHELL.

A. E. DREIER,
Distributor And Sign Tacker,
BURLINGTON, IA.
First-Class Work Only.
Sole Member I. A. D.

SAY FRIENDS!
If people will read my advertisement in this paper, they will surely read yours when posted in good locations or when distributed properly. We guarantee all work. No boys, but men with fifteen years experience. Capacity for County of Appanoose, 2,000. For Posting 3,000. Signs, Bills, Circulars or Samples, 10,000. Write for prices and route list. Yours respectfully,
ROOT & FRINK, Appanoose County Bill Posters
CENTERVILLE, IOWA.

REMEMBER THE GAIN
IF WE DO YOUR DISTRIBUTING.
The Owen Distributing Service
91 SHELBY ST., DETROIT, MICH.
Members I. A. of D.

WHEN YOU GET AROUND TO
NEW CASTLE, PA., Population 35,000.
JUST SEND IT TO J. C. LOVING,
City Bill Poster and General Out-Door Advertiser.
Member International Association of Distributors.

WHEN YOU WISH TO
DISTRIBUTE
CINCINNATI
SEND THE MATTER TO
Steinbrenner's
Distributing Agency,
519 Main Street, Cincinnati, O.
And the work will be done carefully, thoroughly and honestly.

Service Guaranteed by the International Association of Distributors.

I have no billboards, no signs, to divide my attention. I am not compelled to spread myself out so thin that I cover nothing thoroughly. On the contrary, I devote myself exclusively to distributing. Distributing is my sole business, my only occupation. I have reduced it to an exact, orderly, systematic and legitimate trade. I claim to do the best distributing that is done in Cincinnati.

I know who are the best distributors all over America. If you want any state or section covered, write me about it. I contract for the entire United States and Canada.

VALLE & BRO. Advertising Co., Arroyo, Cameron Co., Tex. Distribute circulars, tack up signs, etc. Brownsville, Tex., 7,000; Matamoras, Mex., 11,000; Hildago, Tex. and Reynosa, Mex., 4,000. Member of Molton Adv. Co., International Association of Distributors, United Manufacturers Publishing Advertising Co. Furnishes good references.

Brantford, Ontario, Can. Pop. 17,000 County, 50,000 | C. M. SMITH & CO. Members I. B. P. A. and I. A. of D.

KOERNER DISTRIBUTES.
If you are going to cover this section with advertising matter of any kind this fall, we would be pleased to hear from you.
Pop. 12.000. W. R. KOERNER, Marietta, O.

Send for Samples of Bill Poster's
LETTER HEADS.
CROSS PRINTING CO, CHICAGO.

DE VAUGHN BROS., DISTRIBUTORS, McDONOUGH COUNTY, BUSHNELL, ILL.

LETTER PATTERNS.

Send 25 cents in currency, and I will send you by return mail, post-paid, an Up-to-Date Sample Alphabet, either 2, 4 or 6 inches, your choice. This alphabet is cut from tough strawboard ready to work from, and is to be used as a pattern and not as a stencil.

A full stock of Up-to-Date Letter Patterns, different styles, carried.

For $3.00 I will send by express a set of ten alphabets and four sets of numerals, different styles, from two inches to ten, suitable for making almost any kind of a sign. Any person, who can handle a brush can make a respectable sign by their aid. They are just what bill posters need for marking dates on posters, and for lettering. Remember they are ready to work from. Circulars free.

R. H. FORGRAVE,
PICKERINGTON, OHIO.

A Big Winner.

The New Hollow Back Glass Letters in transparent white silver and lemon gold are what advertisers want.

They Are Entirely New.

Cost a little more than the old kind of letters, but they are worth more. Always bright; no tarnish. Send 10 cents for prepaid samples, which amount is credited on first $10.00 of orders. No free samples.

THE ART GLASS SIGN CO.,
Bellaire, Ohio.

HARKNESS • BILL... POSTER.
New Boards. Locations the Best.
STOCKTON, CAL.

HUTCHINSON, KAS. Population, 10,000.
W. A. LOE, City Bill Poster, controls all the billboards. Bill posting, distributing and tacking solicited. Office, 102 Opera House Block.

DAYTON, O. MONTGOMERY COUNTY ADVERTISING CO.
Distributors, Sign Tackers and Gen'l Advertisers.
Members of the International Ass'n of Distributors. | JAS. B. McCONNON, Manager.

DUBUQUE, IOWA. POPULATION 50,000.
Arthur Leonard, Mgr. 175 W. Locust St.
Distributing, Sign Tacking. Honest work guaranteed. All work personally superintended. Contracts taken for city and state.

THE MANHATTAN PRESS-CLIPPING BUREAU.
ARTHUR CASSOT, Manager.
NEW YORK. LONDON.
(Knickerbocker Building.)
Cor. 5th Ave. and 14th St., New York.
Will supply you with all personal reference and clippings on any subject from all the papers and periodicals published here and abroad. Our large staff of readers can gather for you more valuable material on any current subject than you can get in a life-time.
TERMS: 100 clippings, $5.00; 250 clippings, $12.00; 500 clippings, $22.00; 1,000 clippings, $40.00.

JOHN T. WILLIAMS
SECRETARY AND MANAGER.
Northwestern Bill Posting Co.
H. F. TODD, ASSISTANT MANAGER.
MEMBER OF THE INTERNATIONAL ASSOCIATION OF DISTRIBUTORS.
346 MORRISON ST.,
POP. 90,000.
PORTLAND, ORE.

CINCINNATI.

The Queen City of the West, is all right. Times are good. Factories all running, and mills working overtime. The people are prosperous. They have their debts all paid up and are ahead of the game. Amusements are being well patronized, which is a sure indication that times will be good this fall.

IT WILL PAY TO ADVERTISE CINCINNATI NOW. WRITE TO

The John Chapman Co.

19 LONGWORTH ST., CINCINNATI

BILL POSTERS,
AD. SIGN
PAINTERS
AND
DISTRIBUTORS

We can convince the most skeptical agent in America that our Ad. Sign and Painted Bulletin Service is far and away the best in Cincinnati. All we require is a horse and buggy, and an hour of your time. Every one of our bulletin boards is conspicuously placed on thoroughfares, car lines, and boulevards. It will pay you to look into the many merits of this department of our business.

FRANK LITTLE & SON, Bill Poster and Distributor. PORTLAND, MICH. Pop. 2,000.

Wilmington Bill Posting
and Distributing Co.,

WILMINGTON, DEL.
POPULATION OF CITY, 75,000.

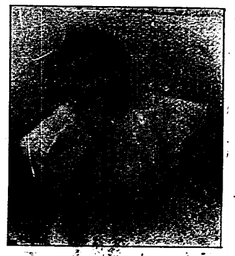
JESSE K. BAYLIS, } PROPRIETORS
GEO. W. JACKSON. }

OFFICE: GRAND OPERA HOUSE.

TAMAQUA, PA. Pop. 8,000. Bill Poster, Distributor and Sign Tacker. Geo. A. Jacobs, L. B. 446. Member I. A. of D.

REMEMBER, RED BANK, N. J.

And don't fail to send your matter to L. O. Summersett, Manager of The Evans & Summersett Advertising Co. The honest distributors. Members I. A. of D. Remember the name, L. O. Summersett.
BOX 809 RED BANK, N. J.



We Want Distributors.

Send for our proposition to furnish you a specially designed letter head, half tone cuts or any kind of engraved work. No expenditure of cash. Any distributor can earn good pay in this way. Send for the proposition and judge for yourself. Portraits a specialty.

The Advertising World, Columbus, Ohio.

E. M. FRITZ
BILL POSTING
AND DISTRIBUTING
OSKALOOSA, IOWA.

In offering the services of the

United Press News Bureau

We beg to announce that we have succeeded to and united the several business interests heretofore conducted by the Register Press Clipping Bureau, the Press Cutting Co., the United Press Clipping Bureau, and the E. S. Morrison Press Clipping Bureau.

We are now occupying a space of eight large offices

With a carefully trained force of proficient readers,

And have an exchange list that thoroughly covers every section of the United States and Canada

We feel no hesitancy in asserting that we can fill any order entrusted to us.

Service equal to the best at a price as low as he lowest.

New customers we will serve on trial for two weeks, without charge, provided that if we get an order we charge from the start.

We solicit your patronage.

Respectfully,

United Press News Bureau,
134 VAN BUREN ST.,
CHICAGO.

MEMPHIS, TENN.
VAN BEUREN & CO.,
Bill Posters and Distributors. 43 GAYOSO St.

ALLEN'S PRESS CLIPPING BUREAU — Deals in all kinds of NEWSPAPER INFORMATION. Advance reports on all contract work. Main office, 510 Montgomery street, SAN FRANCISCO.

Bill Posters=Distributors
SHOULD OWN EITHER A
WAGON OR CART

You can get a wagon built by a village blacksmith, and doubtless, too, you could get a saddler to make you a pair of shoes, but what is the use when you can get a firm who make a specialty of the very thing you want. We can give you a better vehicle for half the price you will pay at home.

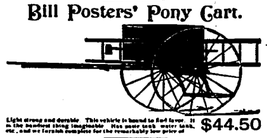
Bill Posters' Push Cart.

Cost for small terms and about enough to clear. This city or dirt stops your boss country the left quarter of England, where it is a regular institution. Is equipped with paper box, paste tank and water tank. The tanks are lined with zinc, and the one which contains the paste is provided with a funnel.

They are hence fully painted, substantially built. Will last a lifetime, and I will turn at the proper price to last price of the. No extra charge for painting firm name on the sides.

$24.50 EACH.

Bill Posters' Pony Cart.



Light strong and durable. This vehicle is bound to find favor in the hundred thing imaginable. Has paste tank, water tank, etc., and is fully equipped for the reasonable low price of

$44.50

Bill Posters' Wagons.

We make them in almost infinite variety. We have them with shafts and with poles, with and without tops, in fact in every style imaginable. This is one we make in three sizes, as the following prices will show:

A—$90.00. B—$100.00. C—130.00.

Address **JOHN H. MICHAEL,**
Manufacturer Bill Posters' Vehicles,
225, 227, 229 East 8th St, CINCINNATI, O.

We have just completed a new distributor's wagon. It is a marvel of convenience and utility. Photos free to intending purchasers.

WHEN YOU ARE IN A HURRY.
YOU WANT IT QUICK.
YOU CANNOT RISK DELAY.

THEN SEND IT TO CINCINNATI.
719 SYCAMORE STREET.
SEND IT TO THE HUSTLERS,

HENNEGAN & CO.

AND GET IT QUICK.

WE have built up our present large business largely by reason of our exceptional promptness. We saw, at the beginning, that nothing was so essential in getting and holding customers as quick action in filling orders. We jump at our order the very moment it is received. We do not rush it however. On the contrary, we exercise the greatest care in composition and presswork; but we go at the work at once, and we generally ship the same day. Bear this in mind. It may be money in your pocket the next time you get in a pinch.

We Print - - Anything

THAT CAN BE PRINTED

From a Mammoth Poster to a Lady's Visiting Card.
From a Million Almanacs to a Set of Dates.
From a Dodger to a Muslin Banner.
And is all done in a careful, clean, and Painstaking manner.
We have New Faces in Wood Type.
We have New Faces in Metal Type.
We have New Fast Running Presses.
We have New Methods, New Devices.
And New Wrinkles of our own, and they enable us to do GOOD WORK QUICKLY.

Send for Samples and Circulars of our—

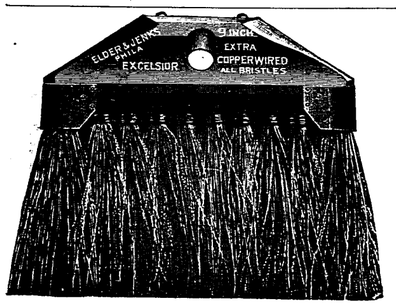
"BARGAIN DAYS" POSTERS

Ready September 20th.

An Entire Outfit consists of Stands, Three Sheets, One Sheets, Cloth Banners, and Handbills. Cheap in price. Especially adapted for Shoe Dealers, Dry Goods or Clothing Houses.

The hand-writing of most men is abominable. Perhaps yours is no exception to the rule. Please send all copy type-written, especially if it abounds in proper or geographical names and technical words. SEND it type-written if possible, but in any and all events, send it to HENNEGAN.

HENNEGAN & CO. 719 Sycamore St. CINCINNATI



Bill Posters' Paste Brushes.

The most practical Brush made. Copper wired and protected corners.

Improved Light Weight Block.

VERY STRONG, WITH SAFETY SCREWS.

GRAY RUSSIAN BRISTLES.

Quaker City, 9-inch, $24.00 per dozen, $2.50 each.
Excelsior, 9-inch, $30.00 per dozen, $3.00 each.
Extra Extra, 9-inch, for circus use, $39.00 per dozen, $3.75 each.

BLACK CHINA BRISTLES.

No. 1, Royal, 9-inch, $21.00 per dozen, $2.25 each.
No. 2, Royal, 9-inch, $27.00 per dozen, $2.50 each.
No. 3, Royal, 9-inch, $30.00 per dozen, $3.00 each.
8-foot Curved Handles, 50 cents each.

ELDER & JENKS, Brush Makers,
127 North 5th St., Philadelphia, Pa., U. S. A.

A SPECIAL OFFER
—OF—
Business
The Office Paper

Send 15 Cents for a Three Months' Trial Subscription.

BUSINESS deals with Office Management, Routine and Methods, Accounting, Advertising, Economics in its relation to Finance, Transportation, Manufacturing, Commerce, Business Legislation, Credits and Collections. It is a paper every business man should have in his office.

SUBSCRIPTION $1.00 A YEAR.

BUSINESS PUBLISHING CO.,
13 Astor Place, New York.

WATERLOO, WISCONSIN. Population 1,500.

E. E. LESCHINGER,
Bill Poster and Distributor.

Special Attention Given to Furnishing Grounds, License, and Everything Needed for Circuses, at Lowest Prices.

WATERLOO OPERA HOUSE.

Wanted:
Good Attractions of All Kinds.
Write For Information.
E. E. LESCHINGER,
MANAGER.

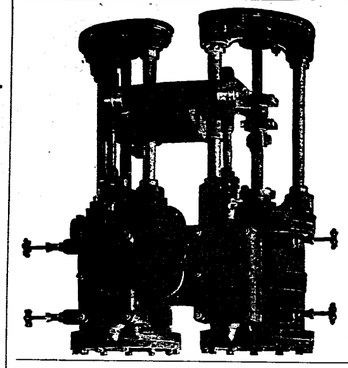
J. H. HAYNES & SONS,

Sign Tacking, Sampling, Distributing. Cover 6 towns, population 10,000. Member I. A. of D. No boys—all men. 262 Mulberry Street,

IRONTON, O.

For Coupon Book and Strip . . . . . **Tickets**

WRITE **C. F. ANSELL,**
140-142 MONROE ST. CHICAGO.



The **Helleberg Photo Engraving Co.**

Designers, Process Engravers on Coppper or Zinc, Wood Engravers.

717 Sycamore Street, Cincinnati, O.

Telephone 1316.

IT'S ALL RIGHT NOW.

Louisville, Ky.

THE WAR IS OVER.

THE FALLS CITY BILL POSTING CO.

Has absorbed the Heverin Bill Posting Co., and now controls all boards and posting stations in the metropolis of Kentucky.

OAKLAND, CAL.

According to the census of 1890 it had a population of 48,682. The police census of 1895 gave it 52,986. Experts now estimate it at 60,000. It is a good town. A residence town. A city of homes. I distribute Oakland. I have good references, and further more, I am a member of the International Association of Distributors and Will. A. Molton's Agency. Whenever you want to distribute Oakland, send the matter to

W. B. PORTER, 408 Tenth St., OAKLAND, CAL.

When you want **OMAHA, NEB.** distributed, employ the most reliable distributors. We are registered with the Feister and Redington Lists. **FISCHER DIST. AGENCY, 4340 Decatur St**

:SEND FOR CATALOGUE:
THE AMERICAN PROCESS ENG. CO.
Best Cut Makers in America!
FINEST HALF TONES: LITHOGRAVURES. ILLUSTRATIONS.
BEST LINE ZINC ETCHING: WOOD ENGRAVING OF ALL KINDS.
BUTLER BLDG CINCINNATI, O.

THE above cut shows one of our Paste Mixers for Bill Posters. We make three grades (Good, Better, Best). Prices to suit all.
Our catalogue tells all about them. It is sent free on application.

JUST SUPPOSE

That there was a machine that would make you from three to five dollars a day. would you buy it?

AS A MATTER OF FACT

There is such a machine. It makes more paste from less flour than you can well imagine. It makes better paste cheaper than you think.

Take a Minute and a Postal—write us and we will tell you all about it.

J. H. DAY & CO. 1144 R. HARRISON AVE. CINCINNATI, O.

LOS ANGELES, 120,000.

WILSHIRE POSTING CO.

H. G. WILSHIRE, Prest.

The Twin-City Bill Posting Co.,
WINSTON-SALEM, N. C.
TEN SURROUNDING TOWNS.
Population 30,000.
Bill Posting, Distributing, Sign Tacking and General Advertisers.

First-Class Services. All Work Guarauteed, Protected and Renewed.

W. T. PFOHL, Manager.
Office, 105½ West 5th St. WINSTON, N. C.

PROFITABLE ADVERTISING!

The Advertiser's Trade Journal. Fully illustrated, bright, original, up to date. Poster department. The handsomest publication of its kind. 10c. brings a sample copy if you mention THE BILLBOARD. KATE E. GRISWOLD, Ed. and Pub., 27 School Street, BOSTON, MASS.

ITHACA, MICH. Pop. 2,500.
JAS. DONALDSON,
Member I. A. of D.
Bills posted. Samples put out. Circulars distributed. Signs nailed up. Work guaranteed.

ST PAUL AND MINNEAPOLIS DISTRIBUTING CO.
Samples and Advertising Matter Thoroughly Distributed. W. F. SMITH, Manager. Main Office, 34 East Third Street, St. Paul.

---

drop a nickel in an envelope addressed The Ad Sense Company No. 160 Washington Street Chicago and get a Sample Copy of **Ad Sense** a Journal of Advertising and Business Methods a Happy Combination of Sense and Good Printing.

NEWPORT KY. the metropolis of Campbell County, and Dayton, Bellevue, and Brilliant, and 7 minor cities. Our Boards reach a gross population of 60,000. G. N Otting & Son
Member A. B. P. & I. A. D. York St., Newport, Ky.
Sole Licensed Bill Posters in Campbell County.

CITY BILL POSTING CO.,
HARRY B. BUSSING, Manager.
NORWALK, CONN.

ACCOUNTICS.

A monthly magazine devoted to Accounting as the vital element of business. I contains the leading papers and debates o all the Accountant's Associations, togethe with original inquiries and investigations The most eminent accountants are contributors.

SCIENCE OF ACCOUNTS.
ART OF BOOK-KEEPING.

ACCOUNTICS answers questions in higher accounting and book-keeping practice; contains Independent Reviews and Criticisms of books on Accounting and Economic topics; fully illustrated; carefully printed; edited by A. O. KITTREDGE. Subscription One Dollar a year.

Accountics' Association,
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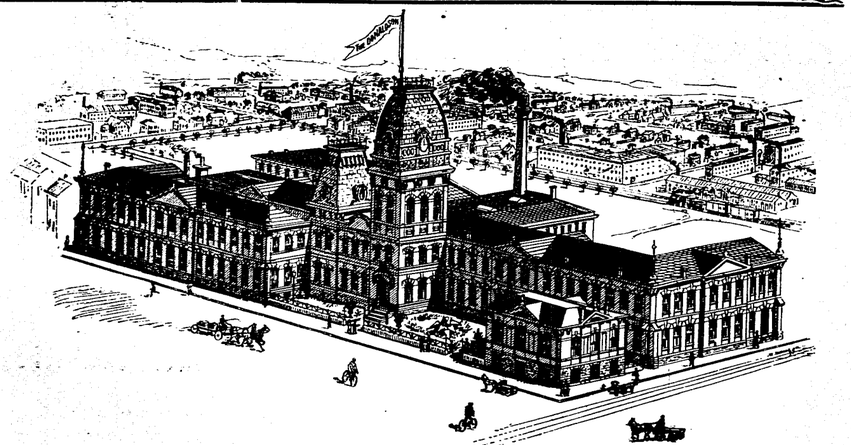

FAIR MANAGERS. It is late to talk about posters for the fair, but if you are belated or have been disappointed, we want you to remember that we are the promptest shippers in America. You can wire us your order, and no matter how large it may be, we will ship it the same day that we receive it.

DRUGGISTS Can use posters to advantage, especially if you have a remedy, or line of remedies that you wish to popularize. The notion that it takes $50,000 to create a demand for a patent medicine has been exploded by the poster. With posters you can begin small, billing at first any one town, and gradually enlarging you field as your receipts warrant. Try it and be convinced.

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PRINTERS Can make a right good thing out of our posters. We allow a liberal commission to all job printers. We have stock or syndicated pictorial posters, suitable for advertising all classes of retail trade, and balls masquerades, foot ball games, and entertainments given by secret societies, such as K. of P., Red Men, B. P. O. E., I. O. O. F., G. A. R., etc.. Write for samples.

CHRYSANTHEMUM SHOWS Are growing more and more popular every season. Make the show a success this year by advertising it liberally with our posters. We have the finest in the market. Samples and prices free upon application. Special inducement when show is given for the benefit of charitable institutions

BILLPOSTERS Are advised that our new posters for the Christmas season are now ready, together with many novelties for the fall season. If you have not received samples, write for them. Business will be good this fall and retailers are going to advertise liberally.

RETAILERS Who cannot procure our posters through their city billposter or job printer, are invited to send us their orders direct. Write us. Give us an idea of what you want, and we will submit samples and prices by return mail. Where it is possible to deal with your billposter or job printer it is best to do, so as all the delay, annoyance and expense which wait upon mistakes and misunderstanding of technical names and phrases is avoided.

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We furnish names and addresses for sending out catalogues and circulars. Buyer and seller brought together. Press clippings on all subjects. We can push your business.

Southern Press Clipping Bureau
ATLANTA, GA.

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THE BILLBOARD

VOL. X., No. 10. CINCINNATI, OCTOBER 1, 1898. PRICE 10 CENTS PER YEAR, $1.00

The Visit of American Bill-posting Delegate to Ireland.

From The Billposter, London, England, (September issue.)

Mr. W. R. Lowden, who was elected to represent American bill posters at our annual meeting at Dublin, was at the last moment unable, owing to pressure of business engagements, to come; consequently, Mr. Isaac B. Monk, of Peoria, Illinois, U. S. A., who was second on the poll, was invited to attend in his stead. At the time that Mr. Monk received the intelligence, he was some 1,700 miles west of New York. Nevertheless, with characteristic energy and promptitude, within a space of three or four hours he was on his way. Unfortunately, the boat he had intended to catch, and which would have landed him at Queenstown, had left some twenty minutes or half an hour before he reached the wharf. He was therefore compelled to avail himself of the Londonderry boat. Mr. Monk experienced further delay owing to fog and icebergs, so that he only succeeded in reaching Londonderry on the evening of the 15th of August. On arriving in Lubiin, he learned that the party would be back at Bray on their return towards home after the excursion. Accordingly, he proceeded to Bray, where he was met by Mr. David Allen, jr., Mr. Rogers, (the President, and several members of the committee, and was invited to partake of Messrs. David Allen & Sons' hospitality, in the shape of tea, a report of the proceedings at which will be found in another column.

At 9 o'clock in the evening, Mr. Monk was entertained by the committee at the Shelbourne Hotel, Dublin, at a sumptuous repast, which had been ordered by telegram from Bray. There were present: Mr. J. O. Rogers, President; Mr. Jos. Bruton, Vice President; Mr. Rockley, late President; Mr. Grime, Manchester; Mr. F. H. Simpson, Cardiff; Mr. Alderman Sheldon, Bradford; Mr. R. A. Jackson, Liverpool; Mr. Joshua Sheldon, Leeds; Mr. J. McArthur, Dundee; Mr. Councillor W. B. McMillan, Greenock; Mr. David Allen, jr., Dublin; Mr. Horam Long, London; Mr. Johnson, Leicester; Mr. W. Robinson, Nottingham; Mr. Hartley, Brighouse, and Messrs. Robinson, Halifax.

After the toasts, Mr. Monk, in the course of his remarks, imparted some very interesting information as to the working of the American Bill Posting Association, the rules for admission appearing to be rather more stringent than our own. He also furnished particulars as to conditions under which the American bill poster worked, also as to size of posters and boardings. Altogether, a very enjoyable evening was spent. We regret to learn, however, that Mr. Monk will not be able to make any prolonged stay on this side, as his business engagements necessitate his leaving Queenstown on the 25th inst., but in order that he may learn as much of the nature of our bill posting details as possible in the short time at his command, he proposes to visit the following towns, namely, Liverpool, Blackburn, Glasgow, Manchester, and, possibly, London, on which tour he will have the advantage of the company of Mr. Alderman Sheldon, who, at the instance of the committee, has kindly consented to attend him.

The following is an outline of the tour: On Friday, Aug. 19, Mr. Monk and Alderman John Sheldon visited Belfast, and were shown round the city by Mr. Freut, of the Irish Bill Posting Company, afterwards being entertained at luncheon at the Grand Central Hotel, where the following gentlemen, among others, were present: Mr. Wardman, Theatre Royal; Mr. Mouillot, Opera House; Mr. S. C. Allen, of David Allen & Sons. Glasgow was next visited, where they were met at the station by Mr. John Gibson, and were shown around the city, being entertained in the evening to dinner at the St. Enoch Hotel by the bill posters of Glasgow, Mr. Gibson occupying the chair, supported by Mrs. Macdonald, Mr. Beith, Mr. Adamson, Mr. John Locke, and others. They then journeyed to Liverpool, arriving on Sunday morning. Here Mr. Monk and Mr. Sheldon were met and shown around by Mr. R. A. Jackson. On Monday Blackburn and Blackpool were visited, the travelers being shown around the former by Mr. Smalley, and the latter by Mr. Harrop, of the Tower; Mr. Sergison, of the Grand Theatre, and Mr. Hodgson, of the Empire Palace. Blackpool was described by Mr. Monk as a "go-bang" watering place. On Tuesday, Manchester was reached, where Messrs. Crookes and Grime did the honors of the city and entertained the party to luncheon at the Victoria Hotel.

The following is a short account of the proceedings at the Adelphi Hotel, Liverpool: It was suggested among the master billposters of Liverpool and the district that before he left England, Mr. Monk should be suitably entertained to dinner, and a number of gentlemen very heartily took up the project and carried out the arrangements to a gratifying and successful issue. Those who acted as hosts on the occasion included Mr. Ansonia, Mr. Jackson, the new Liverpool Bill Posting Company, Messrs. Williams, Dearden & Corrie, the Birkenhead Bill Posting Company, the Bootle Bill Posting Company, and the Suburban Bill Posting Company. An excellent dinner was provided at the Adelphi Hotel on Tuesday, and the pleasant proceedings were presided over by Dr. Macvie, Chairman of the Bootle, Waterloo, and Ormskirk present being Alderman Sheldon, Bradford; Mr. Rattery, Cheshire Lines Railway; Mr. J. Alderson, representing Messrs. Thomas Cook & Son; Mr. Tully, Grand Theatre; Mr. Atkinson, Metropole Theatre; Mr. Cook, Empire Theatre; Mr. Kiernan, Tivoli Palace; Mr. Harris Fineberg, Star Theatre; Mr. G. B. Hill, late Court Theatre; Mr. John Currie, Mr. Fletcher, Mr. Johnson, Mr. Jos. Grime, and Mr. Grime, jr., Manchester; Councillor W. Brown, Bootle; Mr. J. W. Jones, Muncaster Theatre, and Mr. A. E. Richardson. After dinner the usual loyal toasts were proposed by the Chairman and duly honored. Mr. Harris Fineberg proposed "Success to the United Bill Posters' Association," in felicitous terms, to which Mr. Grime, Manchester, suitably responded. Mr. Richardson, Bootle Bill Posting Company, was entrusted with the toast of the evening, "Our American Brothers," and in a humorous and happy manner he made several apt remarks, concluding by referring in kind terms to the guest of the evening. In responding, Mr. Monk touched upon matters of special interest to the bill posters both in England and America. Alderman Sheldon proposed "Our Musical and Dramatic Brothers." Messrs. Kiernan and Tully suitably responded. Mr. Grime, jr., submitted "Our Clients," which was acknowledged by Messrs. Rattery, Alderson and Kelly. "Our Suburban Patrons" was proposed by Mr. Fletcher, of Birkenhead, and in responding to this toast, Mr. J. W. Jones offered, on behalf of Messrs. Pennington, to entertain the members of the United Bill Posters' Association on the occasion of their annual meeting to be held in Liverpool next August. Musical selections were rendered during the evening by several friends, and at the close of the proceedings a hearty vote of thanks was accorded to Dr. Macvie for so ably presiding. Regret was expressed that Mr. Harry Pennington was unable to attend, owing to his being at present in Switzerland.

Mr. Monk sailed from Liverpool on Thursday, the 4th of August, 1898, in the steamship "New England" for Boston. Many members of the trade assembled on the landing stage to wish him bon voyage.

Our readers will be glad to learn that Mr. Monk has expressed himself as delighted with the reception he has met with in the United Kingdom, a statement confirmed by himself in the following letter, addressed to Mr. R. A. Jackson, of Liverpool:

"My Dear Jackson,—Got here in good time, and got fixed up all in good style. Hope I will get home all safe. I can't forget you all; nothing but very pleasant memories. Yours respectfully, ISAAC M. MONK,
Terra Haute, Ind.

S. s. 'New England.'
Queenstown, Aug. 26, 1898."

The following excerpt from the proceedings of the convention, published in the same paper, describes Mr. Monk's introduction to the convention:

Mr. J. O. Rogers said: "Ladies and Gentlemen.—I am pleased to announce that the ambassador from America has arrived. I am not sure whether every one present thoroughly understands how the American bill posters have arranged his attendance with us. Therefore, to begin, I think it would be better for me, as I have taken considerable interest in watching this particularly interesting visit, to give you a little information on the subject. The American "Billboard," which is a journal representing the interest of American bill posting, issued some time ago an advertisement, saying they would pay the expenses of a representative of the American bill posters to visit the United Billposters' meeting in Great Britain. Coupons were printed in each journal (it is published monthly), and the members of the association had a right to vote for the proper man to represent America. The name of the gentleman elected was Mr. Lowden. Unfortunately, that gentleman was very busy, and unable to come, but the representative with us this evening is a very good substitute, and I must say that if all the members of the American Association are as jolly good fellows as he seems to be, I, for one, would not mind being a member of the American Association, as well as of the British one. Mr. Monk has handed me a letter, which was given Mr. Lowden by the Billboard Publishing Company, and with your permission, I will read that letter. It is addressed to the United Bill Posters' Association, Great Britain.

"United Bill Posters' Association of Great Britain:

"Greeting.—The bearer of these credentials, Mr. Isaac M. Monk, of Peoria, Illinois, U. S. A., has been chosen as ambassador to your annual convention, vice Mr. W. R. Lowden, detained by pressing business engagements. Inasmuch as his election took place under our auspices, we recommend him to your good graces with the assurance that he is a fair sample of the kind of bill posters that we grow in America.

"Trusting that we may have the honor of entertaining a British bill poster at our annual meeting in Milwaukee next year, we have the honor to be,

"Yours very truly,
"The Billboard Publishing Company,
"Cincinnati, O., U. S. A.

"Aug. 4, 1898."

Mr. J. O. Rogers, continuing, said: "Now, I regret to state that our time is short, and I can not say all I would like to this American toast, but I want you to show Mr. Monk that you thoroughly appreciate the honor the American fraternity has done us in sending him over to see our organization. Unfortunately, Mr. Monk gets but a poor idea of the functions which have attended our meetings; but it was not his fault he was not able to be with us yesterday. I will not say any more, but will ask you to drink with me the health of "the Associated Bill Posters of America and Canada," coupled with the name of Mr. Monk." (Applause.)

The toast was drunk amid a scene of great enthusiasm. Repeated cheers were given for the American fraternity. The members joined heartily in the singing of "He's a Jolly Good Fellow."

Mr. Isaac M. Monk said: "I have to make an apology to you for any shortcomings that may occur in this my speech. As this is the first I have ever made in public, and after being ten days on sea, I am not in proper form for showing to the best advantage. However, I am delighted to get here, and am glad to meet you all. This is the largest gathering of bill posters that I have ever attended. I have seen nothing like it in the States. In the first place, we have not so many members in the States as you have here present to-day, so you can imagine in cities we have to contend with in a county as large as the United States, and with our meetings held in the city in a central part. We have 190 members only, all told, and of course they are not all present at any of the meetings. You can therefore understand my surprise in seeing so many of you gathered from so small an area as compared with the United States and Canada. I must say, in my short visit to Ireland, I notice you are not behind in bill posting, and are far ahead of us in metal signs, and your posters look as well and better than ours, and are better put up. I also observe that you use blocking. Very few firms use it in our country, and some of your American brethren have forgotten to use it altogether. Up to about five years ago in the United States, mostly any person was considered good enough to be a bill poster, but in recent years the trade has been carried on upon a higher business scale, and it is becoming better every day. I don't know that I can say much more, but I can not thank you enough. Last night I was so disappointed in being unable to get here in time for the other functions. As you are aware, I was not the first delegate selected, and as my selection was notified to me until three days before the time—then having 1,700 miles to travel to get to New York, (the shipping port), you will understand how impossible it was for me to be inattendance earlier. However, I got here the best way I could, and got off at Moville yesterday, arriving in Dublin at 10 o'clock last night. I could not then find any of you—of course it was nobody's fault; it was not even my own. I thank you, one and all, and hope you will send a representative to the next meeting of our society in America, and you may depend upon it, we will treat them right, if you will let us know how and when they are coming, and so prevent any delay or misunderstanding similar to that which has occurred in my case. (Loud applause.)

H. W. LINK,

Agent, Pawnee Bill's Historic Wild West.

Wilshire's Trust.

Mr. Wilshire still continues to receive assents to his plan to amalgamate all the bill posting plants of the country into one company, and his mail is daily laden with inquiries. Mr. Wilshire has very sensibly decided not to push or hurry matters. He has outlined the scheme thoroughly and placed it before the plant-owners of America. It is now for them to put it through when they get ready. As for Mr. Wilshire, he has returned to his home in Los Angeles, Cal., and proposes to remain there until the advantages of his proposal have been thoroughly discussed and assimilated by his confreres in the bill posting business.

In the meantime, he will answer all inquiries and furnish all plans, details, etc., to inquirers.

Fiske Bros., of Worcester, Mass., have moved into their new offices, which, according to the Worcester Spy of Sept. 14, are admirably arranged for the conduct of their business. L. B. Fiske has been engaged in bill posting in Worcester since 1865. His brother has been associated with him since 1885.

BILL POSTERS DEPARTMENT

SLOCOMB'S SON

A Santiago Hero—Contracted Camp Fever in Cuba—Almost Died at Montauk, but His Father Took Him Home and Nursed Him Back to Life.

In our June issue we chronicled the fact that E. M. Slocomb, jr., son of E. M. Slocomb, manager of the Newark Bill Posting Co., had enlisted in the Second Massachusetts Regiment.

The sequel is found in the following clipping from the Newark Sunday Call of Sept. 1:

"Among the many Newark soldiers home on furlough is a young man who has had a bitter experience of camp life. He was in the fights in Santiago, and he came out of them unscathed, only to fall sick afterward. He is Corporal Edward M. Slocomb, of 370 High street.

Corporal Slocomb is a son of Mr. E. M. Slocomb, the head of the Newark Bill Posting Company. The young man is a student of the University of Pennsylvania, and is twenty years of age. Last May he was visiting his brother, who is now Postmaster at Greenfield, Mass., and when the Second Regiment of that State went to the front he went with it as Corporal of Company L. His regiment took part in nearly all the fights outside of Santiago and the young Corporal had some thrilling experiences at El Caney. It was in this fight that the First Lieutenant of his company was shot, and shortly afterward died in the young Newarker's arms.

"He gives a thrilling description of the night attack as his men crawled up the hill of El Caney. Every time they fired at the enemy the fire of their old-fashioned Springfield rifles served as beacon lights for Spanish bullets. One bullet struck the stock of Corporal Slocomb's gun, glanced off and grazed the breast of his comrade.

"It was not until hostilities had ceased that young Slocomb became sick. He was afflicted with camp fever and came north a week ago on one of the transports that unburdened its afflicted load of humanity at Montauk Point. The young soldier had a vigorous constitution and while he was a very sick man he managed to keep out of the hospital. He was placed in the detention quarters at Montauk. His father visited that place on Wednesday and asked to see his son. A tent was pointed out to him as that of his son.

"Mr. Slocomb said: 'I lifted up the flap and looked in, and saw a bearded and emaciated man whom I would never have recognized as my son. I was going to search further when a guard called me back and told me that the man I had just looked at was my boy. He was in a weak condition and just about able to stand. I determined to take him home, but all the furlough I could obtain was for five days. I dressed the boy and we were waiting for the furlough papers to be drawn up when General Wheeler and Secretary Alger came along. The latter noticed how weak the boy was; he was able to stand up and salute, and that was about all. The Secretary of War asked some questions and when he found out that a furlough of only five days had been granted, he said: "Give him thirty days' furlough." He insisted upon the papers being made out then and there, and made General Wheeler sign them to avoid further delay. He also told the officers to allow all sick men who were able and had relatives close at hand to go off on thirty days' furlough.'

The young soldier suffered a relapse when he arrived home, and has been delirious at times. In his delirium he goes through the scenes of the fight. Dr. Thomas P. Loweree, of Hill street, is attending him. The patient is suffering from a form of malaria and other troubles, due to the hardships of camp life. He was somewhat easier last evening, but is allowed to have no visitors."

Writing under date of Sept. 10, E. M. Slocomb, sr., says: "Yes, the boy will pull through. He is still weak, but gaining steadily, although slowly."

Slocomb's many friends throughout the country will rejoice to learn of his son's convalescence.

The Late Moses Wolf.

On another page we present a portrait of the late Moses Wolf, of Dayton, O., whose sudden and shocking death was chronicled in our last issue. He was born in the Grand Dukedom of Baden, Germany, Oct. 15, 1846. He came to America in 1858 and engaged in bill posting in 1868.

He was struck by a train on the C., C., C. & St. L. R. R. Wednesday, Aug. 10, and died of his injuries Tuesday, Aug. 17, 1898.

His brother William survives him and continues the business.

Newspaper Spitework.

The phenomenal prosperity of Breslauer, Scott, Sherry et. al., together with the recent slump in the demand for newspaper advertising, excited the cupidity, spite, malice, and envy of the Minneapolis papers to such a degree that they endeavored to inaugurate a crusade against bill boards and bulletins. They lashed themselves into all manner of fine frenzies and conniptions without effect. All their noise came to naught.

It brought out a sensible review from the Sunday Times, however, that is well worth printing in full. Lack of space, though, prevents us quoting from it, except in the briefest possible manner, viz.:

"Several of our esteemed twin city contemporaries have been conducting a crusade lately against the innocent bill boards which serve at least two desirable purposes: they are pretty good advertising mediums and they conceal from the public a number of vacant lots overgrown with offensive weeds and the receptacles of cinders and ashes, tin cans and refuse of various sorts. Moreover, some of the bill boards are rather artistic and ornamental.

"Why should our contemporaries wage so fierce a crusade against the harmless bill board, when there are so many far more grievous nuisances which should be made the targets for the big guns? Take, for example, the plastering of the inside of the street cars with offensive pills and tape-worm and similar advertisements; and the encroachments of traffickers of all kinds upon the streets with their wares and their huckstering; and this complacency has made the crusade against any of these evils and impositions appear almost like a persecution. * * *

"Why rail at the bill board as an offense to good taste when there are a hundred other real nuisances which we tolerate with meekness. * * *

"To people who are really refined they are less directly annoying and offensive than the jangling bells of milk wagons, the earthquake rumbling of ice wagons, and discordant yells of fruit peddlers and unearthly, nerve-piercing shriek of the fish-horn: the whistle of the belated idiot going home at 2 or 3 o'clock in the morning and leaving behind him a lurid wake of profanity, as he rends the silence of the night with his shrill and diabolical rendition of "Paradise Alley" or "Oft in the Stilly Night," or some other old thing; the screech of innumerable whistles engaged in what appears to be a regular early-morning contest for supremacy in the realm of noise; the thunder of monstrous trucks that pour along the thoroughfares, piling on the agony; the army of leather-lunged hucksters filling the air with unintelligible yawp, and all the other sounds of pandemonium—screeching, shrieking, jangling and roaring noises that have arisen since the world began and all concentrated as though in one mighty effort to wake the dead.

"There is no more reason that the public should be afflicted with this anarchy of sound than there is that the business of trafficking in meat and fish, or in vegetables and fruit, should be permitted on the sidewalks of some of the most crowded streets; than why dealers in boots and shoes or dry goods should be allowed to overflow in the same way with their traffic. Room enough will be found indoors just as soon as it is demonstrated that the sidewalks can no longer be occupied by market stands and peanut roasters, but must be kept free for the convenient use of the public in passing along the street."

They Don't Advertise Enough.

I have been reading with a great deal of interest the various articles that have appeared from time to time in "The Billboard" concerning the village bill poster, his successes and fizzles—mostly fizzles.

The causes of his failures have been laid to many things—poor service, prices too high, town too small, etc.—but it seems to me, that none have struck the key-note of his failure. My opinion is that he doesn't advertise enough. Don't advertise at all in nine cases out of ten. But he thinks Mr. National Advertiser ought to place his paper with him. Oh, yes! Advertising pays—for the other fellow; but when you mention the idea of his spending $4 or $5 a month to push his plant with, he wilts.

He has a plant in a good town, gives good service, but has hardly enough work to keep him alive. Perhaps on his boards he has some foreign paper, that has been sent him by some persistent advertising agent, who, after some five or six letters, succeeded in finding there was a bill poster in the town, and that he posted bills. This bill poster goes plodding along, month after month, and never thinks of coming out of the woods and "hollerin' " at the patent medicine man, the tobacco man, or the gentleman who sells chewing gum, and telling him that he is on earth, and owns a plant that is giving good service; his prices, his capacity—all the strong points of his business, if he has any besides the paste.

Our small bill poster will say he can't afford it, times are too hard. Heavens, man, you will never better times, if you don't have some push about you. Don't you find the names of your successful bill posters among the advertising columns of your trade papers? You may be sure they were not always so large and powerful. They started with perhaps no more than you have. But you can count on it, that they spoke right out in meeting, and told Mr. Advertiser their business, and their address. And to-day you point them out as successful men in your line of business.

But don't think that advertising is going to do it all. No, not by any means. You must have something to back your advertising up. A good plant, good service, and business methods enough to at least answer a letter within three weeks from time received.

And another thing—don't expect that one issue of your ad. will bring the pro ratas to your wallet. You all know that old saw about "constant dropping," etc.

Try it, my friend. Advertise! If you can't write a good, bright ad., hire some ad-writer who can. Good business-bringing, straight-from-the-shoulder talks, and inside of a year your business will be doubled. Here's food for thought; think it over, and act.

ROY McCLORY.

Boston Boobies.

Unable to successfully cope with the evil pass system, a few managers in the Hub have undertaken to get along without the bill boards. The Dramatic Mirror says:

"The managers of the leading theatres in Boston have made an agreement to restrict the use of printing this season. The parties to it are John B. Schoeffel, manager of the Tremont Theatre; Eugene Tompkins, manager of the Boston and Park Theatres, and Isaac B. Rich, manager of the Hollis Street Theatre and Boston Museum.

"The agreement was made in January last and goes into effect with the opening of the present season. Under its terms stands of printing are abolished entirely. No lithographs or other window printing are used, and lithograph passes are prohibited. Each theatre in the combination is limited to 200 three-sheet boards in the city of Boston, and not more than four seats a month can be given for any three-sheet board privilege. Photographs and frames may be exhibited in windows. Half-sheets to the number of 100 may be displayed in hotels, railway stations, at ticket agencies, etc., but not doors outside.

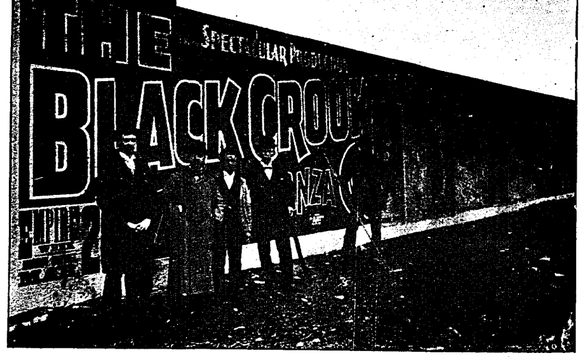
"In the course of a season, if this compact is strictly lived up to, there will be saved to the Boston managers and the companies playing at their theatres at least $60,000. There has been little objection thus far, and the great majority of those booked during the season have expressed their hearty approval of it.

"The result will be followed with the keenest interest, and if it is satisfactory the abolition of printing will extend undoubtedly to the first-class theatres in other large cities. Even greater than the saving in actual outlay for material and posting will be the enormous gain in shutting off the army that gets into the theatres on lithograph passes, the bulk of which fall into the hands of the scalpers and are sold at cut rates.

"It has been estimated that in former seasons twenty thousand persons a week have secured admission on these passes. The cutting off of nearly half this number will unquestionably serve to create a material increase of paying playgoers."

The saving of $60,000 that is mentioned in the clipping is very likely to turn out quite the most expensive saving that the managers ever made.

The firm of Callahan & Durkee, of Pittsfield, Mass., was dissolved Sept. 3. Mr. Callahan will continue the bill posting and Mr. Durykee the trucking.



A BIG ONE IN INDIANAPOLIS.

COMFORT FOR CAMPBELL

The English Official Organ Is a Loser, Also.

The following excerpt from the proceedings of the United Bill Posters' Association of Great Britain shows that their paper, The Bill Poster, the official organ of the organization, and published by the association, is operated at a loss, like its American namesake:

"Then there is an item against The Bill-poster. The receipts in that account were $800, and the payments were $1,100, which represents a loss of about $300 for one year on the working of that journal. That loss could very easily be turned into a profit if every member of the association subscribed to the journal, and sent occasional advertisements to it. We do not give an exceptionally good number every month, but there is no doubt that in every number there is certain information which should be in the possession of every member of the association. There is a credit item of $75, which does not appear in the statement of amount or receipts, because it is not part of either. Shortly after the resignation of your late Secretary, (Mr. Bennett), your committee instructed the auditors to report on the accounts for the past three years. They did so, and discovered a deficiency of $75. Mr. Bennett has sent a cheque for that amount, which was just received this morning, and consequently does not appear in the balance-sheet. We are therefore not losers by the irregularities in the accounts of our late Secretary.'

We were surprised to discover this condition of affairs. The paper is well edited, and deserves support. If the British bill posters do not support their official organ, the question naturally arises, What chance has our official organ got to become self-supporting?"

Iowa State Billposters.

The second annual meeting of the Iowa State Bill Posters' Association met at the Hotel Pilgrim, Marshalltown, Sept. 7. It was fairly well attended. The association was found to be in good condition financially and otherwise. The membership is now 36.

After the discussion of several items of interest and adoption of various reports, the following officers were unanimously re-elected, viz.: A. B. Beall, President, Sioux City, Iowa; Jas. T. Coffee, Treasurer, Dubuque, Iowa; I. C. Speers, Secretary, Marshalltown, Iowa. C. F. Brown, of Waterloo, was unanimously elected Vice President. The balance of the day was spent in visiting and sight-seeing. The place of the next meeting is to be designated by the President one month before it is called.

I. C. SPEERS, Secretary.

(Editor's Note.—Mr. Speers entertained the visiting delegates with dinner following the adjournment.)

Another Iowa Association.

(Special Correspondence.)

Keokuk, Iowa, Sept. 4, 1898.

In obedience to a call authorized by A. Weber, of New Orleans, La., President of the International Lill Posting Association, a number of bill posters met in this city at the office of A. A. Bland & Son to form a State bill posting association. Mr. Bland was made the Chairman and stated the object of the meeting. Mr. Alton, of Fort Madison, proposed that a State association be formed, and on motion the proposition carried, and the following officers were elected: A. A. Bland, President; Elliott Alton, of Fort Madison, Secretary, and Elbert Payton, of Centerville, Treasurer. The object of the organization is the mutual protection of bill posters and advertisers. Mr. Alton and Mr. Bland were made a committee to draft a constitution and by-laws. The association adjourned to meet in Fort Madison at the Ebinger Opera House at 2 o'clock, Oct. 5, 1898.

LICENSE IS INVALID.

Supreme Court of South Dakota Renders a Decision Important to Billposters and Distributors.

(Special Correspondence.)

Pierre, S. D., Sept. 6, 1898.

Among the opinions handed down by the Supreme Court at its late sitting was one in which the validity of the license law passed at the last session of the Legislature was passed upon.

After citing the act, the Court holds that the law is a violation of the Interstate Commerce act, as it attempts to regulate commerce between States, a function of the Government which is granted to Congress alone. In support of this, the Court says:

"While the license tax is apparently imposed regardless of the amount of business transacted, the irresistible effect of the law as applied to this case is to regulate commerce between States by compelling a Minneapolis firm to pay in advance for the privilege of attempting to procure customers in one of the counties of the State. Decisions too numerous to justify citation, holding that interstate and foreign traffic is entirely exempt from such a tax, regardless of the method of imposition, are grounded upon the doctrine that a State has no power under the constitution to burden such commerce either by way of a direct tax upon the subject matter or by requiring those engaged in the occupation of soliciting orders or advertising the commodities of some person residing within another State, to pay a license for such privilege.

"We find that commerce among the States consists of traffic between their inhabitants, and includes the purchase and sale of commodities through the agency of persons employed to solicit orders by the use of samples, etc., and the power to license and regulate such business in Congress exclusively. Our conclusion, therefore, is that the enactment under consideration, as applied by the Court below to plaintiff in judgment appealed from is reversed, with the direction that the accused be discharged."

H. W. Link.

The phenomenal success of the Pawnee Bill Historic Wild West Shows during the present season has brought into prominence an agent of more than ordinary ability. He is Mr. H. W. Link, the subject of our frontispiece. Mr. Link is deserving of the very highest commendation for the exceptional manner in which he has billed Major Lillies' attraction and the able manner in which he has routed it and handled its advance force. Moreover, he has demonstrated that he is a good judge of country, for his shows has always been in the right territory at the right time.

Mr. Link was born at Battle Creek, Mich., July 4, 1879. His first experience in the show business was obtained under the veteran Charles White, at the old Coliseum, Detroit, Mich., during the season of 1894-95.

The following season found him in the employ of W. J. Gilmore, at the Grand Central, and the following year he divided between the old Garden Theatre and the Park Theatre in the same city.

During the summer of 1882 he obtained his first experience in the circus business with Col. Geo. W. Hall's Shows. He was a success from the start, and the following summer found him ahead of Geo. De Haven's Shows.

In '84 he went back to Col. Hall, and in '85 was again with De Haven.

In '86 he joined the Taylor Shows, of Creston, Iowa, and the following season went ahead of Hall & Bingley.

During the winter of '87 and '88 he was in advance of the Boston Comic Opera.

The summer of '88 he put in ahead of the Howes London Shows, and at the end of the season went ahead of Sidell Bros. Minstrels.

The following summer he was again agent of Howe's London Shows, and in 1890 was general agent of L. H. French's Shows, which that year was backed by Col. Burr Robbins.

In 1891 in conjunction with E. D. Colvin he managed Pete Peterson a Swedish comedy. It was not sufficiently renumerative and in 1892 he went ahead of Sells & Rentfrews Circus.

In 1893 he was with Bob Hunting. In 1894, with L. W. Washburn, and in 1895 with Pawnee Bill.

During the winter of '95 he was very ill and his illness precluded his going on the road in 1896. He went to Michigan recovered his health and in 1897 was ahead of The McMahon Shows.

The present season he has distinguished himself ahead of the Pawnee Bill Shows, and his work has been of the very highest order. He is careful, far-seeing and an indefatigable worker.

Imperialism

and other national questions of public importance are now before the American people. "Public Opinion" is the only journal in the United States that gives all sides of all questions. The fall elections are almost upon us, and they will be unusually interesting this year as an index of the attitude of the country toward the present administration and its policies. "Public Opinion" reports the action of all State conventions and gives press comment on all elections. In addition to this, the departments of Foreign Affairs, Social Questions, Science, Letters and Art, and Business and Finance give a weekly digest of the best current contributions on these subjects. The subscription price is $2.50 a year, $1.25 for six months. We have made a special rate for trial subscriptions of 25 cents for three months. Sample copies and cards for mailing coins sent on request. The Public Opinion Co., 12 Astor Place, N. Y.

DETROIT.

Walker Waxing Wealthy.

[During September the writer had the pleasure of visiting Detroit. At the time, Walker's boards were full to overflowing. A call at the new offices revealed the fact that the firm was carrying 24,576 sheets of live paper.

The firms most in evidence on the boards were Battle Ax and Spear Head, although the Banner Cigar Co., Star Cigar Co., Brown Bros. and Alexander Gordon also had good showings.

All four of the theatres were using large amounts of space, but the Wonderland was far and away ahead of the rest.

Mr. Walker has spent the greater part of the summer at his villa on the "Flats." The opposition firm started by Jim. Henry, Fred. McCoy and Jim Little has not made any headway. A walk about the city failed to reveal any conspicuous boards, and it is said that they have less than a thousand feet all told.

The journeymen bill posters of Detroit have unionized, and it is a good thing, as it prevents sniping by boys.

Walker revealed an interesting fact in course of conversation, viz., the actual cost of posting paper, excluding rentals. He has kept a tabulated statement of the number of sheets posted during the past year and also wages paid to his men, expense of teams, cost of paste, etc. He finds the actual cost is 91 cents per 100 sheets, or, in round figures, 9-10 of a cent per sheet.

Verily, billposters would grow rich rapidly if it was not for those troublesome rents. Walker, however, is doing very nicely as it is.

BOSTON.

Union Posters Complain to Police of Work Done in Violation of the Law.

An effort is to be made by the Bill Posters' Union to have the policemen of the city arrest all violators of the Sunday law who post theatre bills on Sunday.

A committee of the union called on Superintendent Eldridge Sept. 13, and told him that men were engaged in posting theatre bills from midnight Saturday night until late in the day Sunday. The committee averred that bill posting is not a public necessity, and is clearly a violation of the law relating to Sabbath work.

After the call, it was hinted that Superintendent Eldridge wanted the bill posters to swear out warrants against the Sunday bill posters. This the complainants refused to do, saying that the police are appointed to enforce the law.

The little yellow labels of the Bill Posters' Union of Boston were seen on all prominent thoroughfares of Boston Labor Day morning for the first time this season. Fellow union men, see that your posting is done by union bill posters.

Manager John B. Schoeffel, of the Tremont Theatre, ex-Alderman John H. Lee and Superintendent Eldridge called at police headquarters Sept. 15 to see if something could not be done to prevent alleged mutilation of theatrical posters on bill boards about town. said to have been done by members of the theatrical mechanics' union, which has some kind of a dispute with the theatre in question, and also others, it is said, in this city.

The police board was busy, and did not grant the delegation a hearing. The gentlemen then sought out a Judge and stated the facts of the case to him. He took the matter under advisement. Sept. 16 the Judge issued warrants for two of the miscreants.

J. F. Clark, of Conway, Ark., writes that business has been dull, but is now improving.

THE LATE MOSES WOLF,
Of Dayton, Ohio.

Eighth Annual Session of the Minnesota Billposters.

(Special Correspondence.)

The Minnesota Bill Posters met in eighth annual session at the National Hotel, Minneapolis, Sept. 8, with President L. N. Scott, of St. Paul in the chair. The meeting was brief and was marked by no business of interest to people outside of the trade. The various members of the association in attendance discussed the matter of rates at some length, and there was a decided inclination evidenced to make the rate uniform throughout the State. Bill posting has of late years come to be regarded as no small factor in the advertising world, and this fact was noted with no small amount of congratulation and pride by the members of the association.

The old officers were all re-elected, as follows: President, L. N. Scott, St. Paul; Vice President, Mike Breslauer, Minneapolis; Secretary and Treasurer, C. H. Griebler, Mankato. Among those present were also C. E. White, Faribault; A. D. Goodman, Waseca; C. B. Hood, Chicago; J. M. Bisson, Minneapolis; T. H. Carroll, Anoka, and J. A. Austin, Montevideo. An early adjournment was had to permit the members of the convention to attend the State Fair.

Chapman's boards were as full as they could be during G. A. R. week. Cincinnati's population was increased fifty thousand during the encampment.

Billposters' Notes.

The attack on Mrs. Mulvihill's service at Omaha, which recently appeared in the official organ of the Associated Bill Posters, was, to say the least, not very pretty.

Opinions on the merits of Mrs. Mulvihill's management may vary. It may be that many persons hold that a woman should not attempt to handle a business, that the very fact that she is a wife and a mother incapacitates her for a business career. But in Mrs. Mulvihill's case all of these opinions would be neither here nor there. She is a member of the association. When misfortune overtook her husband and he was stricken in mind and body, she was compelled to become the breadwinner. She has done the best she could, and is entitled to the respect of every member of the A. B. P. and every man possessing any of the finer feelings will want to see her protected from further affronts.

Every year since "The Billboard" was first inaugurated has seen an increasing number of commercial firms on the boards. As theatrical companies and circuses are billing heavier than ever, it must be conceded that "The Billboard" has benefited bill posters materially and substantially. It has brought them more business than they used to have. It has preached the doctrine of the power of advertisers so tirelessly that much of the money that formerly went entirely to newspapers is now spent for posting.

The Sunday Times-Herald, of Chicago, published Aug. 28 a cartoon of so-called unrighteously bill boards, and about a column of flush abounding in invective. "Chicago is made hideous by bill boards. Chicago is a nightmare of weird, dirty posters," etc. As the newspapers in Chicago use more bill board space than any other mercantile concerns, we are moved to remark, "Consistency, thy name's no longer woman. Thou art henceforth a newspaper publisher."

Geo. Castner advertises that he has acquired boards in the following cities, viz.: Syracuse, N. Y.; Binghamton, N. Y.; Elmira, N. Y.; Oswego, N. Y.; Watertown, N. Y.; Jamestown, N. Y.; Homer, N. Y.; Cortland, N. Y.; Fulton, N. Y.; Olean, N. Y.; Newcastle, Pa. Members of all State and National Associations. Also members of the International Association of Distributors. He is wrong about Newcastle. J. G. Loving is the I. A. of D. member at that point, and has filed charges of unfraternal conduct against Castner.

The Webb City and Carterville Advertising Company (Missouri) has undergone a change of management. L. A. Pullen replaces C. O. Lemmons as manager. They report having posted in the last month 15 eight-sheets and 100 one-sheets for Liggett & My crs, 10 twelve-sheets, 10 three-sheets and 20 one-sheets for the Richmond Tobacco Company; also, 60 one-sheets for Little's Liquid Sulphur.

In a neat little brochure of a size to be enclosed in a No. 6 envelope, Mr. . P. Walker, of Fargo, N. D., has shown some half-dozen pictures of his more prominent bill boards, and devotes considerable space to a clear, concise and well-written description of Fargo and Moorhead, their resources and advantages.

We can not quote extensively from the booklet, but the following opening paragraph will give an idea of its snappy style:

"This important branch of Commercial Business has grown to such proportions, and has proved of such immediate value to the Manufacturer, Wholesaler and Distributor, that it needs no argument on our part to convince you of its desirability, and hence is not the object of this pamphlet. We wish, however, to lay before you the peculiar advantages we can afford to those who are advertising their wares through the bill board medium. First, let us tell you a thing or two about our city:"

How the Trade Journal Helps.

Consider the advantage of reaching the man you want when he is particularly disposed in your favor.

Nothing is so bad as approaching a man at the wrong time.

When a man is reading his trade journal he is interested in his business. His mind is turned toward you. When he finds your ad between the pages of the trade journal it fits in with his thoughts about his business. If you sell anything he can use, this is the time to talk to him about it. He will meet you to make the rate uniform throughout the State. Bill posting has of late years come to be regarded as no small factor in the advertising world, and this fact was noted with no small amount of congratulation and pride by the members of the association.

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LETTERS TO THE EDITOR.
A MONTHLY EXPERIENCE MEETING AND AN OPEN COURT.

Pueblo, Col., Sept. 10, 1898.

Editor "The Billboard:"

Please publish the following plain statement of facts:

"To Members of I. A. of D.:

"Dear Sirs:—This is to certify that in the disposing of the bill posting business of the Pueblo Bill Posting Company from G. W. Johnson to J. G. Brayton, and, later, in the sale of the bill posting business of the Pueblo Bill Posting and Sign Company from J. G. Brayton to the Curran Company, the distributing business of Jesse B. Mitchell was not intentionally disposed of in either transaction. If there be any bill of sale that includes the above-mentioned distributing business among its articles, it is so included without our knowledge or consent.

"JOHN G. BRAYTON,
"GEO. W. JOHNSON."

The foregoing statement should set me right in the estimation of the members of the I. A. of D. Both the gentlemen who sign it are reliable. JESSE MITCHELL.

Editor "The Billboard:"

September number is at hand, and I find it full of interesting items which are well worth any one's evening of reading, and adds much to the pleasure one derives from his favorite journal. "The Billboard" has certainly improved since I first saw a copy. May it continue and its "bank balance grow long."

I am very much taken with the war cry of the Ardmore denizon of the wild and woolly West. He certainly comes on the jump and hits the nail on the head square, awakening a cry of sympathy from many a poor isolated member. It is true, few isolated members derive much benefit from the amount paid in, but they do derive some. There is no question about that. Many members get some work simply because they are members of an association, because it does just what they preach—"advertise" them, and as a general thing an association tries to get the best men possible, they are then stamped as the best party at that point.

Naturally, advertisers give them preference and sometimes, sorry to say, their confidence is misplaced. Then, again, with an association there are men who work in somehow or other who should not be there. It is so in every large body of men, and on that account I am loath to accept his sweeping assertion that the I. B. P. A. is an Association of Asses, though I have no doubt but that it has its share.

I am a strong believer in organization, even if little benefit be derived from it at first. It helps many and may help me more later on. I remember perfectly well when I first Joined a little "sucker"-catcher and voted myself an entire "Association of Asses" in one, but joined them, and, strange to relate, all aided me but one, besides being a stepping-stone to a better association. I will say, though, that I was caught for only one ten-cent box of ointment in my embyro state as a distributor.

I would like to be a member of the I. B. P. A., A. B. P. and especially the I. A. of D., but it seems that I can not, as all the large cities where one can support one's self are already taken, and the only way I can do is to travel.

Did you ever notice the interest taken in posting and advertising matter in these little cross-roads settlements and villages? If not, just go out to one of 25 to 100 people, post up one or two one-sheet or two-sheet posters, take at least three patent medicine circulars, samples also —if you can, a sample of soap—one of powders, a story paper, etc., leave them at the houses, then go and post your bills. Next Sunday evening come back on a visit. You will find that every person has some "ailment jist like so-and-so in" one or the other patent medicine circulars: soap and powders have their supporters, while every one has some criticism on your poster. The young lady of the house has finished the paper, and all want you to send them the next number. Try it; you will be astonished. Up North, you do not have the many, very many small country towns that we have here in the South: you have many more railroads, but try it in some small place not often worked, and see.

I see Pontiac, Mich., "finished a job for Dr. C. I. Shoop a little while ago. He came up to my price of $2 per thousand," etc. The only comment that I wish to make is, if there is any one who can make an honest house-to-house distribution at less than $1.50 to $2 per thousand on small orders and make a living I would like to buy a receipt: and as for F. W. Newman, of Albany, distributing at $1 to $1.25 per thousand, he reminds me very much of a Crank in some large city that had a Bonanza, who claimed that during certain winds paper started at certain angles went certain distances in a radius of eight miles, so he was going to arrange with the Meteorological people to get advance tips of such winds, establish a circular distributing agency in the center of the city, and do away with the ordinary human distributor and fling the advertising to the winds, where no doubt some of Mr. F. W. Newman's $1 per thousand matter goes.

I notice Dr. Miles Medical Co., Dr. Burkhart, Chattanooga Medical Co., and others take a great deal of interest in distributors and the association.

Hope I have not tired you out.

"COUNTY SUCKER."

Editor "The Billboard:"

It has been some time since we sent you any communication from "this neck o' woods," so thought would let you know we are alive; business has been very quite with us throughout the early summer, but now that the war seems to be over it commences to pick up. Foley & Co., of Chicago, gave us 850 sheets in July, made up of three-sheet, eight-sheet and 24-sheet stands; also 1,000 W. P. signs for tacking. We covered the county with same. They are a fine firm to do business with, and treated us like gentlemen. For the past two weeks we have been very busy advertising the great Mansfield Fair, that comes off Sept. 27 to 30. It calls to gather a great concourse of people. They spare no expense of advertising it well. We have had two wagons and four men at work for them. They use everything from a one-eighth sheet up to 24-sheet pictorial, and cover everything in sight like a circus. They have a grand array of special attractions, among which are the celebrated "Rossow Midgets," "Lotto & Dello, in the trick house act;" "Lunetaro, Japanese Magician and wonder worker; "Cottons' Donkey Circus," besides a three-day baseball tournament. With the "Midgets" comes twenty-eight 24-sheet stands of beautiful pictorial paper; they advertise into five counties, besides covering railroad routes for 100 miles out. With good weather a safe estimate places the crowd for third day at least 20,000. During a severe storm on the 6th inst. one of our wagons containing two bill posters was wrecked and one man killed instantly and the other badly injured: it only delayed us a short time, we having the third wagon ready and on the road within twenty-four hours.

We joined the International Association of Distributors in July, and believe it will be of great assistance to us. We confess that we have already begun to see returns from it: it is certainly a good thing, and we hope the time will come when every honest distributor in the land is a member.

We have just received 6,000 circulars for distribution from Dr. Chase Co., Philadelphia; have on the road 3,000 booklets from Boston Medical Institute, Chicago, 8,000 booklets from Lydia E. Pinkham Co., (second distribution); also 3,000 pieces from Dr. Miles Medical Co., Elkhart, Ind.; have done their work for two years, and their inspector expressed himself as well pleased with our work when here a short time ago, giving us more territory. We have hat posters from two firms and Red Cross stove posters from another firm, all local, that we are working on now, and are about to close a contract for posting 1,600 sheets for another firm of national advertisers. They are beginning to see the benefit of our well-defined "country routes." Are pleased to note the good feelinw now existing between "The Billboard" and the Billboard Display Advertising, and am sure it will bring good results to the craft. We have never had the pleasure of receiving a circular from Mr. Wilshire, but would be pleased to have one. Possibly we might want to come under the cloak, if it is to include all.

In mentioning work, did not mention the 700 sheets we have received from Opera House during August and September. Our Mr. H. M. Griggs is the present manager. Thanking you for favors shown to us, we are,

Yours very truly,
THE W. D. HUSTED ADV. CO.

Flint, Mich., Sept. 12, 1898.

Editor "The Billboard:"

I have just completed a distribution for J. C. Ayer Co., Lowell, Mass. Have 1,500 Hood's Farm to put out at the county fair to be held here Sept. 20-23. Am at present distributing samples of Sodio for the Michigan Chemical Co., Detroit, Mich. Have just signed contracts with the Dr. Miles Medical Co., the Lydia Pinkham Co. I gave a privilege to the Silver Yeast Co., Detroit, Mich., and to Yeast Foam to distribute samples. Business has been very dull for the last few months, but is getting better. Wishing "The Billboard" success, I am, respectfully,

NELSON MATTESON.

Winona, Minn., Sept. 19, 1898.

Editor "The Billboard:"

As you have not heard a word from me for some time, you may think me out of business, but must tell you I am still in it, at least the past month. As our street fair takes place soon, I have been busy putting up bills for both city merchants and out-of-town advertisers. Following paper is now up: 20 eight-sheet stands from A. Van Beuren & Co. for Menon's Food, 10 eight-sheets and 5 twelve-sheets for Battle Ax Co., 10 eight-sheets from $am W. Hoke, for Banquet Hall Cigar, 8 eight-sheets for Singer Manufacturing Co., 4 twenty-eight-sheets and 10 eight-sheet stands for Beeman Chemical Co., 25 twelve-sheets, 25 two-sheets and 50 one-sheets for Drummond Tobacco Co., St. Louis, 5 fifteen-sheet stands for Wisconsin Business University, 45 one-sheets for Hauert & Blake, (city); also have 10 eight-sheets for same firm, to go up before the fair. Have more paper on hand, which will keep me busy for at least a week. Yours truly,

HENRY WERNER.

Logan, O., Sept. 5, 1896.

Editor "The Billboard:"

For genuine push and get-there energy, "The Billboard" is certainly in the lead, and I will contribute my mite toward helping push a good thing along, so enclosed please find money order on Uncle Sam for one dollar for inserting my address in your list of members of the I. A. of D.

It is my opinion that any member who does not take advantage of your offer and at such an insignificant cost, does not know a good thing when he sees it.

I have only been in the bill posting and distributing business about eight months, but have had about all the work my boards could stand. Distributing has been fair, and is improving. Very truly yours,

F. A. KOPPE.

Barry, Ill., Aug. 30, 1898.

Editor "The Billboard:"

In looking over your paper and seeing so much from other bill posters, thought I would tell you what we have been doing. Business has been very good with us. There is only one trouble with "The Billboard"—it does not come often enough. No first-class bill poster can do without it. We have one of the best bill posting plants in the State. We bill and distribute in twenty-five different towns. We have fifty 4x12, twenty-eight 4x9, 231 three-sheet, 856 one-sheet stands. All we have worked for are well pleased with our work, and "The Billboard" did it all for us. Very truly yours, BROWN & NICOL.

Marshall, Ill., Sept. 8, 1898.

Editor "The Billboard:"

Enclosed find my subscription for coming year. I have had my boards looking nice this season, and was compelled to put up 200 feet of boards ten feet high, besides a number of three and one-sheets. I will bet money that I have more boards than any town of this size in the State. I have had two good shipments of paper from Houghtaling and Stalbrodt, of New York.

Have on the boards now Horse Shoe Tobacco, Scalping Knife Tobacco, Longley Hat. This is the fourteenth month I have had the Longley Hat on my boards for a local merchant. First posting I put up was twenty sheets, the last 70 two-sheets. Doesn't that speak well for me and my boards? Also have Indiana State Fair, Martinsville Fair, Terre Haute Races and local races. Ringling Bros. did a splendid business here the 2d of September, and, best of all, our merchants had all they could do.

Thanking you for past kindness, and wishing success to "The Billboard," I am, very truly yours, VICTOR JANNEY.

Meridian, Miss., Sept. 9, 1898.

Editor "The Billboard:"

It has been quite a while since I have written to you. I have the following paper on my boards at present: Prickly Ash Bitters, 400 sheets: Drummond Tobacco Co., 25 twelve-sheets and 25 two-sheets; Battle Ax, 10 twelve-sheets and 50 two-sheets; Dr. Burkhart, 100 one-sheets. I have contracted with O. J. Gude and others for work later on, and have made quite a number of contracts for the fair this fall. The dates are Oct. 31 to Nov. 5, and will be the only real fair to be given in Mississippi. Everything will be wide open on the grounds; people in all branches of business are invited to attend. Privileges are at a very low price. The new State license on bill posting is proving to be a good thing in this State. Mississippi will soon be in good shape in the bill posting business as soon as they can freeze out a few more Indians in smaller towns. In other words, negroes who can hang 100 one-sheets in half an hour and do it for something to eat. Since I started here, I have cleaned up the whole business all around me. Boys in the western part of the State are working hard on the same thing. Speaking of services in the South, you can get as good service in my city for as reasonable a price as any other city in the world of its size. My city is lined with boards, and I have a number of boards stored away to use when a circus comes or I have need of a quantity of extra ones. I have 316 one-sheet boards and 50 eight-sheets. These I can fasten together and make any size needed.

With best wishes, I am, very truly yours,

L. D. HOFFER.

Galva, Ill., Aug. 28, 1898.

Editor "The Billboard:"

Not having written you before, I will now try to give you an idea of what we are doing in our little city. Business in the rural and bulletin sign line has been first-class so far this season, although we just started in May. We have also entered into the posting business, something that has not been tried here before, as there has never been but one board of any size, and that would hold only a twenty-sheet stand. We start with four 48-foot and one 90-foot; also a few nine, twelve and sixteen-sheet boards, all to be ten feet high, made of shiplap siding or fence flooring, with four-foot bulletin on top of the whole. A few days ago one of the snipe posters of this town received a large number of Chicago Record three-sheets and sent his twelve-year-old son out to post them. Taking a bucket of paste, he went out and posted one three-sheet and shoved the rest under the sidewalk. We are much pleased with "The Billboard," and will use its columns as our advertising medium in the near future. Very truly yours,

F. M. BROWN & SON.

Editor "The Fillboard:"

Last year I attended the State fair. I went with the intention of attending two days, but came away after being on the grounds four or five hours. The reason I did not stay longer was because there were so many things without any label or tag giving their names; especially was this the case in the vegetable department, also in the sheep and swine department. Now, it seems to me the State Board, or its superintendents, should require everything to be properly labeled, especially so in the fruit, vegetable and live stock departments, as part of the people at least go to the State fair to learn something, as well as for recreation. M. J. B.

Des Moines, Iowa, Sept. 21, 1898.

Editor "The Billboard:"

Your valuable paper for September came duly to hand, and the convention proceedings were the more appreciated for being late.

I wish to say that I think a great deal of the I. A. of D. and would like to be a member of that association, but as it has not reached perfection I am of the opinion that it "needs fixing"—broadening out.

A man fills out a blank, stating his age and a few less important facts; three men (let us hope, business men) certify that they believe him honest, and express the opinion that he will faithfully discharge all business obligations. These are the qualifications for membership in the I. A. D. pure and simple. No attention is paid to capital, experience or ability.

It does not suffice that a man be honest: the man who conducts a successful distributing business must possess education, energy and business ability.

I have received in the past year hundreds of letters from distributors (many members of the I. A. D.), fully one-third of which could not be read by an expert, and the composition of which would disgust an imbecile.

How many towns do you think of in which the I. A. D. franchise is held by persons content with an occasional job, while the really progressive, wide-awake (and in the end, successful) distributor is denied admission? It places many good people in an unpleasant position, to say the least.

I offer no remedy, but it does seem to me that the I. A. D. should be an open association, (there is no inconvenience in open, honest competition), or another should be organized for the same purpose, upon the same principles, but upon a firm foundation. I hope every person—the victims of such circumstances as I have outlined—will write me a personal letter, that we may see how many such unfortunate persons there are, and what can be done to further their interests. Very truly, FRANK V. DRAPER.

Editor "The Billboard:"

Many months ago I sent some paper to the Olean Bill Posting Co.; after writing numerous letters to them, I received a reply some months after the shipment, reading as follows:

Olean, N. Y., March 29, 1898.

$am W. Hoke, New York City:

Dear Sir.—Some time ago you shipped us some posters to be put out for the Liz Cigar, for Cumpson, of Buffalo, N. Y. We gave your letter containing the amount of work to be done and the instructions to our bill poster, and by some hook or crook he has lost it. Will you kindly inform us how much you owe us for this work? This is rather a queer way to do, but it is the only remedy we have left. An early answer will greatly oblige, Yours truly,

OLEAN BILL POSTING CO.

I immediately took up the matter with the advertisers; inasmuch as my contract with the advertisers specifically specified that I was to give an immediate and prompt notification of the starting of all posting, and that I agreed to make no charge for any work where he could not receive ample proof that the work had been properly done, I refused to settle for the alleged bill posting. I am to-day in receipt of the following letter from the Olean Bill Posting Co.:

Olean, N. Y., Sept. 10, 1898.

$am W. Hoke, New York City:

Dear Sir.—We have positive proof that you had your pay for the job of posting "Liz" Cigars in this city, work done by us. Unless you send us a remittance for the work at once we shall post you in all the papers and will also take judgment against you. Let us near from you at once, and save further trouble. Yours truly,

OLEAN BILL POSTING CO.

As the Olean Bill Posting Co. threatens to post me in all the papers, I take great pleasure in saving them the expense by publishing the matter myself.

In this connection I wish to say that I and all advertisers are having trouble of a similar nature every week from careless bill postrs. The fact that in some instances the carelessness is rascality renders it absolutely necessary that the advertiser should use caution in all his dealings, and it is for this reason that I agree with my clients to show them absolute proof at the beginning of each posting, and that I agree to make no charge for proof that is submitted one, two, three or four months later, when it is impossible for the advertiser to verify the reports, or to take proper advantage of the posting.

I endeavor, in every way, to impress upon bill posters the fact that merely posting the paper is not sufficient, that the advertiser needs the information so that he may take advantage of the posting and reap all possible benefits therefrom.

I am happy to state that the majority of bill posters are rapidly learning these matters, and are endeavoring in every way to co-operate with the advertiser and contractor, and that such co-operation is so highly pleasing as to bring the bill poster many renewal orders.

I am confident that one of the best things done by the association at its last meeting was its resolution in regard to the date of sending in lists, and in which it decides that the bill poster who fails to send the list within three days shall forfeit the entire amount of the bill. Just as soon as the bill posters learn that this rule was made as much for their benefit as for the advertiser, and that it was not made from a feeling of enmity toward them, or from any expectation of taking advantage of them, just so soon will gill posting come to something like its proper position in the advertising world. Yours very truly,

$AM W. HOKE.

Aurora, Mo., Sept. 13, 1898.

Editor "The Billboard:"

Dear Sir.—I beg leave to acknowledge receipt of "The Billboard" for this month.

I will say that I have closely examined it, and find it all right in aim and object, viz., promoting interest of bill posters, and circular distributors, distributors of sample packages and the nailing up of signs, etc. I have been a distributor of samples and advertising literature and a nailer-up of signs at Aurora, Mo., for about five years. I represent in this business several of the most extensive advertisers in the United States. We enter into written contracts as to mode of doing this business and the amount of pay for it, the year, and I have never lost a single patron, nor a cent of money for my work in five years.

I do, and personally, superintend this work all the time, visiting every family in our town of about 6,000 population.

Let us co-operate together for our mutual good and for the good of those who place work in our hands. Let us get together in a close union, and be ready and willing to aid each other by answering letters or rendering any aid necessary to promote the interest of the union and those for whom we work.

I am a member of several distributing associations, and expect to join others and work for the interest of "The Billboard."

Our town being a mining town, not closely or compactly built, is a little hard to canvass, but I am used to it. I am the only professional distributor in this town. I am a boy. Yes, an old boy of 62 years. Have seen the elephant and would have looked at him again in Cuba, Porto Rico or Manila, if the United States Government would have received me.

Iam ready to answer all letters upon the subject of distributing, nailing up signs or posting bills. I will send money soon for one year's subscription to defray "Bill's" expenses. Long may he live and much may he prosper.

S. MARTIN.

SIGN PAINTERS AND SIGN MANUFACTURERS — SIGNS
DEPARTMENT • CONDUCTED BY R. H. FORGRAVE.

SIGN PAINTING IN ALL ITS BRANCHES.

Surface Preparations—Fillers.

CHAPTER I., PART I.

There are so many distinct divisions or branches of the sign painter's art, that, in undertaking to write a series of articles on the subject, one hardly knows with which to begin. But as the surface comes first in the manual manipulation of a sign, we will begin with it.

While there are so many kinds of surfaces—tin, steel, various kinds of wood, stone, etc.—that in some instances would require special treatment that would be a benefit to the learner, we shall only deal with them in a general way. As respecting wooden surfaces, the best sign painters agree that the outside cut of a close-grained log is the best, giving as a reason that because of its being more exposed in its growth that it is the toughest and better seasoned. This is not the true reason, however; it is because it is younger, and for some reason yet unexplained the sap-wood of a tree will decay quicker than the heart when left in its natural state, but when seasoned and oiled or covered with paint, will last longer than the heart.

In the first place, the sign painter should have some alcohol shellac. This is made by dissolving gum shellac in alcohol to a consistency that it will spread easily and still cover the pores of the wood. Its use in sign painting is confined to filling the pores and for killing knots and preventing sappy places from showing, and for mixing colors. It is usually mixed in the proportion of one-quarter pound of shellac to one pint of alcohol. Powdered sealing-wax, one-half to one and one-half ounces of alcohol, makes a very good substitute. It should be made stouter than this; that is, more shellac should be used, when wanted to kill knots. Make your own shellac, as then you can rely on it. Keep it excluded from the air. A self-sealing fruit can is an excellent receptacle for any paint solutions that are liable to evaporate.

In preparing a board for a good job of sign painting, give a couple of coats of shellac, using previously the stout shellac over the knots and sappy places. The best way of all to kill knots, however, is to bore them out with an auger to the depth of about a quarter of an inch and fill the holes with stiff, hard drying putty, made as follows: Take fine whiting and beat up to a working consistency in one-third drying oil and two-thirds japan dryer; work it into these holes and into all other inequalities with a square pointed putty knife. When this is done, give a good, stiff coat of white lead with sufficient dryer added to make it dry in a reasonable time. Now, if you wish a very smooth job, rub down with lump pumice stone and water in stead of sand-paper. Go over it again, when dry, and putty up all deficiencies with a putty made of white lead and common store putty, half and half. Put a little more japan in your paint and give it another coat, and pumice-stone or sand it when it is ready for the grained coat of color. The above is an old way, but a good one.

Since the advent of all kinds of fillers, this method is out of date on account of its being so slow, more than of anything else. It is usually the case now, that a cheap filler is given the board, and then grounded out with ready-mixed paint and let go at that.

There is a filler known as Deno filler, or umber, when mixed with white lead in the proportion of one-third filler and two-thirds lead, will give a good surface for color, when sanded, in one coat. This rubs smoother with sand-paper than any other filler that has yet been discovered.

It is often the sign painter has to contend with tar spots. These may be removed by first scraping them well and covering with a couple of coats of strong glue size.

Most of the surfaces for cheap sign work is prepared with glue size. Soak the glue in cold water over night and melt in hot water, using only a sufficient quantity of water to fetch it to a working consistency. Glue size is all right when the boards are not exposed to a position where it will draw dampness. The glue will then soften up and the paint will scale off.

Helpful Hints to Sign Painters.

By Allen E. Harbaugh, Mill Run, Pa.

SOME BAD SIGNS.

John Plowman said: "When pigs fly, they fly with their tails foremost." This is illustrated not many miles away by a pig-headed painter with monstrosities called guide-boards. Those pointing right-hand are lettered orderly, but those indicating oppositely are "jabberwocky"—requiring a mirror to reverse the disorder which was produced by a too literal obedience, and was made to read the way the horse goes. Our patience was tested deciphering legends like "NOTLLUC OT SELIM 4." Another: "TNIOP LARENIM OT SELIM 4." By spelling backward long enough, you may arrive at the right town.

Strolling recently through some of the less frequented streets where cheap (?) rates for boarding and lodging seem to rule, may be seen a sign appearing like this: "Boarding and Logging." It is appropriate only for a saw-mill.

Another sign announced, "Pize n Kakes." We refrained, as we did not wish to be "pizened." Better to place the word "cakes" first.

ALLEN E. HARBAUGH,

Secretary National Sign Painters Alliance.

Would you believe there could be truth in a notice like this? "A Good Cow for Sail." Cows just don't "sail," neither do they swim well.

Neatly executed lithographic work lately received at the office of the Connellsville (Pa.) Courier, heralding "The Currier," was returned at once and payment refused, with only these words: "We don't keep horses!"

THEY TOOK IT FOR GRANTED.

A traveling sign-writer was recently serving two clients, working for Mr. Grant by contract and for Mr. Dunn by the day. The astonished natives gazing at the bulletins would ask the private considerations by saying, "How are you doing the work?" The idly curious invariably received this one reply: "It is Granted by the job and Dunn by the day." Plain as mud, that.

HOW A REBUS SAVED A BULLETIN.—A bulletin in a near town was nearly completed, when a man claiming a third of the wall arrived and threatened to erase one-third of the sign. He was hostile to "obackers, the Famous." Having him indicate his boundary over the face of the painting, he drew a line perpendicularly between the letters "f" and "a." At once it was seen that to kill "a mous(e)" without any tail, would be to brand our employer as a "th(i)ef" blind of an eye. Showing Mr. Kicker such a result, he not only saw the point, but trouble ahead, and relented. For so doing, a small sign was then painted for him, which pleased him so well he thereafter protected the bulletin against any defacement. Diplomacy is better than blows.

TO PREVENT COLORS RUNNING.—Having everything seemingly well mixed, once a black background for cut work crawled over the undried white letters. This was stopped by adding to the black paint a little of a mixture of one part of Japan dryer with three parts spirits of turpentine, and having the color rather stiff. Cleaning the letters which first had been put upon the old dry paint on the wall, then a little of the same liquids added to the white lead paint, the letters were retouched, then a retouching of black over the background settled the trouble and produced a good result.

TO PREVENT LETTERS SHRINKING.—While lettering upon a background of ready-mixed rubber paint, the letters, after a few moments, acted like water upon glass and vanished entirely. We doctored the black lettering paint with jap and turps, with no result; then added varnish and failed. Finally, inhaling a good breath, a blast was breathed from the open mouth over the immediate part to be lettered, and at once began lettering, repeating the operation until done. The letters remained firmly in their proper places. While no great exertion, like a bellows, is required, it is more convenient to breathe at times than to carry a green-goods grocery—that is, to have a potato or an onion at hand.

HOW A COUNTRY PAINTER "GOT THERE."—An awkward-looking country painter set forth to boom a three days' centennial at a country town. When nearly there, he returned home to rest. Shortly he made a new start a-foot and got there while decorations were going up all over the town. He was totally a stranger, carrying neither a letter of introduction or references—nothing, excepting a few sample cards of his own work. Seeing a man with a dish of color and a brush enter a restaurant, the countryman slid in to see the motion, which to his sense seemed awkward, as the town artist was engaged in a futile attempt to get the "hang of the thing" to be described upon numerous large sheets of card-board. During these efforts, the vest-pocket samples were quietly handed over the counter. The young man over there grinned and examined, and with an exchange of knowing looks, Mr. Artist was shown the samples. Without a word, he laid down his string and pencil and departed. The stranger was invited to "catch on," which he did, and made things fairly fly, sizzle and boom. Crowds gathered to witness the placards which were posted every few moments, while others were being rapidly dashed off with a seemingly reckless grace born of experience. Customers pressed him with orders, and the poor fellow was soon loaded with money and honors until the starting of the monster procession. Sashes wanting names of States for lady horseback riders, banners, bulletins, inscriptions for floats and what not came to his hand. Other "lightning sign writers" had preceded him from distant towns, but he was correspondingly happy, feasted free of expense the while upon food fit for any king and suited to the queen's taste. He was retained after the centennial for some days. As he was a bold penman and a good colorist, he was solicited to execute a great amount of real penwork. Having a well organized mind, keen and alert, he had assimilated the principles of art from the teachings of text-books and the trade journals, among which none are more helpful than "The Billboard." Thus he acted naturally and free from hesitation. How would such a fellow do to strike some fair-holding town in time? It may be yours for the trial. You can. Will you?

Lamp black is the sort collected from burning matter, except coal and carbons. The best lamp black is calcined before using.

RED JACKET
VERMILION
Outwears all other Vermilion.
Just What You Want
Send for Sample.
BILLINGS, TAYLOR & CO.
Cleveland, Ohio.

Sign Painters' Alliance.

We have received innumerable letters from sign painters like the following:

Boston, Mass., Sept. 6, 1898.

Editor "The Billboard:"

I read in current issue of "The Billboard" something of an organization to be formed under the name of the National Sign-Painters' Alliance. I would be greatly obliged for further particulars regarding same, or names of promoters, that I may correspond. I think such an association would benefit the trade. Very respectfully, C. H. BUCK.

While the scope and nature of the proposed organization have not yet been definitely determined, we can outline its more salient features.

In the first place, it will be, as its name indicates, an "alliance" of sign painters; in other words, an association which will endeavor to benefit its members on the basis of mutual aid.

It will endeavor in so far as it can to unify prices on all grades and kinds of sign work.

It will devise ways and means for the protection of leased spaces, walls, bulletins and ad-signs.

It will have a collection department and a system of espionage to protect its members from dead-beats.

It will have an officer or officers who will keep the members posted on what is doing in the wall and road-side, fence and rock field, and by judicious tips and pointers procure business.

As the preliminaries have not yet been decided upon, it can not be said whether it will be an open or close association, but anyone looking for further detailed information is invited to write the members of the committee on arrangements, viz.:

R. H. Forgrave, Pickerington, O., Chairman; W. F. Williamson, St. Louis, Mo.; Fred D. Jones, Chicfago, Ill.; C. G. O'Brien, Pittsburg, Pa.; A. E. Harbaugh, Mill Run, Pa., Secretary.

The first meeting will be held in Cincinnati Feb. 6, 1899. As the National Association of Master House Painters convenes in the same city on the same date, a large attendance is expected.

In a recent letter, R. H. Forgrave says: "I have been giving the proposed Sign Painters' Alliance considerable thought for the past few days, and have concluded there is a good field for a model association. My conclusions are based on the fact that it will be more an "Order of instruction" than anything else. I conclude, or at least I hope, it will not get into the management of a clique for the maintenance of their own material advancement, leading to an inglorious end, like so many other trades and labor associations that have preceded. I promise to aid it all I can."

Sign Sense.

In connection with all of the preliminary work above mentioned it would be well to begin some strong out-door display advertising. This is one of the most important kinds of advertising you can do. It is the permanent kind that you should keep constantly before the people, so that they can not forget your goods. Dailies are too expensive for continuous large advertising, in my estimation, and as small advertisements would be lost it would be well to drop them after the goods are once thoroughly introduced, and to keep up a strong out-door display.

Painted signs and wall displays are better, as a rule, than any other kind of out-door display, because of their enduring qualities.

It is said by some that when a painted sign becomes old, people cease to notice it or at least to take interest in it. This is not so, judging from my experience. Of course, people become familiar with it, but so familiar that simply a glance is enough to make them think of the advertised article again. It is said also that people living near a railroad never hear the train as it passes. This may be so, but they know, almost unconsciously, that a train has gone by. The same principle may be applied to the method by which the large outdoor display operates on the minds of the people. The sign is simply a reminder. It forms a mental habit by constantly recalling to the mind the article it advertises. It usually presupposes some previous knowledge of the article, gained from other sources. It is not within its province to give details, but it should give enough details to keep the character as well as the name of the goods before the public.—E. B. Mower, in Advertising Experience.

INK FOR SHOW CARDS.—Take four or five ounces of white wax and one and one-half white soap. Melt and mix thoroughly and add one-half ounce lamp black. Heat this mixture and add an ounce of spirit shellac. It is said that with this ink the finest to the heaviest lines may be drawn without danger of spreading.

Sign and Sign Painters.

Do not try to get your lettering too large. Leave a good broad space between borders and between lines, and give plenty of room between letters. This is the secret of why a hand-painted sign looks better than a type-printed one, and for the same reason why a block-printed poster looks better than a type-printed poster. Type, generally speaking, is made to get the greatest number of letters into a given space, much to the detraction, too, of the general appearance of the printed matter. An extended, roomy-looking letter, with good space between lines, is much more effective than large, closely crowded type on the same space.

Care should be taken to get strong contrasts between lettering and ground, and at the same time not sacrifice harmony.

A very pleasing effect is had in a cheap sign by a black letter on a straw or light yellow ground with dull orange shading. Do not get the orange too bright, as it is not so good as a more subdued tone, say "russet-orange."

A "new" sign painter is too prone to ornament and embellish. To such we would like to say that a poorly lettered job looks still more "poorly" if an attempt is made by inexperienced hands to cover the defects in the lettering by various "didoes" and "whirligigs." Let scrolling and ornamenting alone, son. If you can not make a good letter, you will make a worse scroll, and the "tout ensemble" would give the muse a spasm.

In "bringing up" work from the raw surface, whether it be metal or wood, the best effects are to be had by making the preliminary coatings of paint flat, or partially so. Especially is this true for signs that are to be lettered in gold or silver leaf. If the lettering is to be done in dark colors on a light ground, make the last coat gloss only, as it is a well-demonstrated fact that a gloss coat "glosses" better over flat undercoats.

Sign by Gus. H. Shepherd, City Billposter, Ventura, Cal.

Allen E. Harbaugh.

On another page of this issue we print a portrait of Allen E. Harbaugh, of Mill Run, Pa., recently appointed Secretary of the Committee of Arrangements of the National Sign Painters' Alliance.

Mr. Harbaugh was born in Springfield, Fayette County, Pa., July 7, 1849, and is therefore forty-nine years of age. He is a sign painter of great talent and ability, and a writer of great force and character. In early life he was a journalist, filling his first assignment at sixteen years of age. He is an artist, too, of rare attainments, being equally at home in portraiture, landscapes or animals. He embarked regularly in sign painting for the first time in 1871, and has followed it steadily ever since.

Just at present he is devoting himself principally to bulletin fence and rock painting in three counties adjacent to Connellsville. His work has obtained much attention. His methods are decidedly original. He searches out the principle and grasping it, the thought is assimilated and filters through the alembic of his mind; nature is reproduced and reflected as in a mirror under the magical touch of brush or pen. He was married in 1877 and has three sons and two daughters. He is almost constantly busy at his painting and art work. His ardent admirers call him the "poet-artist," as he has the happy faculty of reaching the heart and sweeping the chords in unison.

Quite recently he wrote and published a pioneer history of the township, in which he resides and it obtained wide attention in that locality.

Notes.

SODA PAINT.—Dissolve one-half pound of soda lye in rain water, preferably in the sun. Previously stir in 5 pounds of starch in cold water (as soft as possible) and pour the dissolved soda slowly and carefully into this. The starch is rendered thick thereby, and when it has attained a transparent, glutinous appearance, stop pouring in the lye. Then allow the starch to stand for awhile.

The above is said to make a cheap and lasting filler. Possibly its cheapness would recommend it to sign painters as a substitute for cheap work. The nature of the mixture indicates that it should be excluded from the air. This reminds me that shellac dissolved in soda lye (sal soda) makes an excellent covering for grease spots.

Brussels' Size for gilding is made by taking equal parts of common molasses such as found in stores, and the yolk of an egg, well mixed. The places to be gilded are coated with this. It is almost the color of gold, and one coat is generally sufficient. The way this size is made in this country is by mixing yolks of eggs with glycerine by shaking the glycerine and egg together. It is understood, of course, that these sizes must be used thin and indoors. The thinner is warm water, added to the size, warmed somewhat.

A lead pencil in the hands of a small boy is the curse of bill posters. On a huge sign board on Grand Avenue is an advertisement of a coursing match with two lean hounds hot on the trail of a bounding rabbit, who is always just a little ahead—enough to be out of danger. Some youngster has written this scrawl underneath, making Sir Bunny explain his own prowess: "I eat —— breakfast food."—Los Angeles Call.

Aluminum silver bronze possesses a very handsome soft lustre, which, unfortunately, vanishes partly in the air. Aluminum silver leaf, however, has been found to be far preferable to silver. There is no doubt that the painter will yet owe many an improvement to the aluminum metal.—Painters Magazine.

We want photographs of odd signs and signs of queer design.

Aluminum gold bronze consists of 5 to 10 parts aluminum and 90 to 95 parts copper, and gives a durable gold-like bronze. With copper and zinc cheaper alloys are obtained. Mixtures of aluminum with ordinary gold bronze are also offered for sale, but these are less recommended than those prepared from the molten alloy.

A good way to lay off letters on glass is to first smear whiting and water on the opposite side to which the letters are to appear, then with a sharp stick mark out the letters on the whiting. These outlines may be easily followed on the other side. Afterwards wash off the whiting.

There are many methods of making sizes for outside work. The one that has been in vogue for years is to take a small quantity of boiled oil, litharge and red lead. Set aside and shake often until bleached, then draw off in a bottle. Thin with turpentine.

We want photographs of good signs, odd signs and big signs. Whenever you have done anything that you are proud of, have it photographed and send us a copy. We will reproduce it in these columns, and give you full credit for its execution.

Detroit has a School of Sign Painting. It is located at 69 Woodward Av.

A cheap restaurant in the East End of London displays before its patrons a card on which is written this advice: "Do not tip the waiter. He makes more than the owner and has half a day off."—Tid Bits.

Horticultural Building, Trans-Mississippi International Exposition, Omaha, Neb.

President O'Mealia will call the next meeting of the Executive Committee for the second week of November probably about the seventh or eighth of the month.

Charges against the Omaha member have been filed, and, it is understood, pressed. It is hoped that no drastic action will be taken. Mrs. Mulvihill wants to do right, and tries hard to give good service. It is help and advice she needs more than censure.

We learn with considerable pleasure that the United Billposters' Association of Great Britain is considering the advisability of sending an ambassador to attend our convention at Milwaukee next July. He will be entertained in great style.

ASSOCIATED BILLPOSTERS

Of the United States and Canada—Official List of Officers and Committees.

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Union Advertising Bureau, 307 North Third street, St. Louis, Mo.
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Chas. F. Filbrick, Buffalo, N. Y.

WESTERN.

Chas. K. Hager, St. Louis, Mo.
Frank Fitzgerald, Milwaukee, Wis.
H. W. Walker, Detroit, Mich.

"Over a million dollars invested!" Ow! Wough! What a line. Talk about the circulation claims of the newspapers, some of our billposters are not so slow.

Advertisers will pay I. A. of D. members more for their service than they will independent or unattached members. This fact is proved daily. The idea that possesses some members and makes them believe that they are compelled to underbid every inexperienced and idle boy who possesses a sack and a letter-head is all wrong.

The way to do is to figure carefully on the weight, bulk and instructions. Ask a fair price and then give a thorough service. Every time you can advance your prices, it will enable you to improve your service.

The Soliciting Secretary of the International Association of Distributors sends out a valuable list of tips monthly, but it goes to association members only.

Any distributor can advertise in "The Billboard," whether he be a member of the association or not.

W. H. Steinbrenner put out 180,000 pieces the week of the G. A. R. Encampment. Advertisers are beginning to follow the big conventions closely.

With this issue, we commence the publication of a standing list of the members of the International Association of Distributors. It is arranged alphabetically by States and cities, and will prove a great convenience to advertisers and the officers of the association. Members are charged one dollar per year for their names in this list, provided their names and address take up but one line. If they take more than one line and not over two lines, the charge is two dollars; three lines, three dollars, etc.

The charge of one dollar per line is for twelve months' advertising, or a whole year, and it's good advertising and well worth the money.

Watch the trade conventions in your city. Many a manufacturer will send you work for distribution in the convention hall if you notify him in time.

Next year, if your town has a fair or a street fair, apprise all manufacturers of agricultural implements, fertilizers, acrmotors, etc., and publishers of agricultural papers. It will pay if you tell them far enough ahead.

The I. A. of D. member at Newcastle, Pa., is J. G. Loving.

The Cincinnati Police Department went into the distributing business just before the big G. A. R. Encampment. One of the following circulars was delivered by each policeman to every householder on his beat:

ATTENTION!

Read the Contents of this Circular Carefully and Act Accordingly.

The Grand Army of the Republic will hold its Annual Encampment in this city, commencing Sept. 5 and ending Sept. 10. In addition to our population, a large number of people will come to Cincinnati to witness the parade, etc., etc. As usual upon such occasions, professional thieves from all parts of the country will come here and endeavor to ply their vocation. To prevent this as much as possible, His Honor, the Mayor, directs that the Police Department use every means in its power to give the people its fullest protection. This can be better accomplished by the co-operation of citizens. I would therefore respectfully recommend to the people who intend to witness the parade, that upon that day they close their houses carefully and secure their valuables, such as jewelry and money, so that any attempt made to enter the premises will prove unsuccessful. It would be better if some one was left to take charge of the premises during the day of the parade, especially in the outlying districts. I would also especially recommend to the people that they take as little money as possible and no jewelry and watches with them when they witness the parade, and to report promptly to this headquarters, or the nearest Police Station, any theft committed, or the movements of suspicious persons.

This department is fully prepared to meet any emergency, but with the co-operation of our people, a great deal more may be accomplished. By order of

GUSTAV TAFEL, Mayor.
PHIL. DEITSCH, Sup't. of Police.

Every hackman was also presented with one of the following cards, and verbally warned to comply with the orders:

Notice to Owners and Drivers of Hacks: This card must be exhibited to each adult person before a bargain is made for the hire of their vehicle, under penalty of the law. Number of coach,—; name of owner, ——; name of driver, ——. Rates of fare for adult passengers, each 50 cents; children over ten years, each, 25 cents; children under ten years, free. Each person may without additional charge have conveyed a trunk, and for each additional trunk, 25 cents. All other articles occupying a seat, weighing over thirty pounds, 25 cents. By order of Gustav Tafel, Mayor; Philip eDitsch, Superintendent of Police.

The Dr. Chase Co., of Philadelphia, Pa., have decided that owing to bad crop, drought and the unfavorable outlook in California, they will not break into the Pacific Coast territory this year. It may be that next fall, if times improve in the West, they will add the coast to their territory.

One I. A. of D. member may not invade the territory of another on pain of expulsion from the association.

The Prickly Ash Bitters Co., of St. Louis, are sending out booklets. Distributors should write them.

E. DEL VALLE,
Brownsville, Texas.

The Larkin Soap Co., of Buffalo, N. Y., is using the services of distributers. Write them.

E. del Valle.

The subject of this brief sketch enjoys the distinction of being the only member of the International Association of Distributors who owns a franchise situated in Mexico. He is general manager of Valle Bros. Advertising Co., of Brownsville, Texas, and Matamoras, Mexico. He is a Mexican by birth and first saw the light at Matamoras in 1858. He embarked in the distributing business in 1895, and has been successful. At Brownsville he also owns the bill posting plant. He enjoys excellent standing locally, and all his partons speak very highly of his service.

Besides the towns mentioned above, he also distributes in Pt. Isabel, Hidalgo, Cuero, Yoakum, Corpus Christi and Beeville, all in Texas.

"Short Talks on Advertising," by Chas. Austin Pates, has made its appearance. It is printed on good paper, poorly bound, and the text is not up to Bates' usual standard. The illustrations, however, are excellent.

It was rumored last month that Van Beuren & Co. of Memphis had consolidated with R. S. Douglas, of the same city. Investigation, however, proved that there was no truth in the reports.

Murphy's Acknowledgement.

I take this method of sincerely thanking my friends for the many courtesies extended to me during my recent trip to the West. While in Buffalo, I was grandly entertained by Geo. Bigelow and John A. Rudolf. They made the occasion one long to be remembered by me. At Cleveland, O., Charles F. Bryan made my visit extremely pleasant. In Chicago, Robert C. Campbell and his family gave me proof of such genuine home-like hospitality that made my visit there a delight. In Milwaukee, Pat Shannon, of the Riverside Printing Company, and his family made the days go by most agreeably. And last, but not least, Frank A. Fitzgerald, of the Cream City Bill Posting Company, made a splendid finish to one of the most agreeable trips I ever experienced. To each and all of these I offer hearty and sincere thanks.

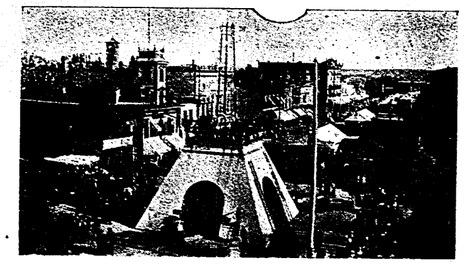
THOMAS J. MURPHY.

Providence.

C. C. Ames, proprietor of the Old Colony Billposting Co., has purchased the boards of Chas. F. Haskins, and now controls Providence.

On another page of this issue we reproduce a portrait of the late Moses Wolf, bill poster, of Dayton, O., notice of whose death appeared in our September issue.

The quarantine is raising Cain with the Memphis bill posters. The city is quarantined against the world. No shows are allowed to enter the city.



Cadillac Free Street Fair.

Additional Associated Billposters' News.

The Billboard is the recognized and accepted authority on billposting, distributing, sign painting and exhibiting in America.

At the forthcoming meeting of the Executive Committee, in November, the new seal of the organization and the new certificate will be formally adopted. It is hardly likely that the charges preferred by Bryan & Co. against the American of Pittsburg will be pressed.

The Association is growing at a most satisfactory rate.

At the last meeting of the Executive Committee official attorneys presented a bill for $100 for attending the Buffalo meeting. There was a great kick, but it was promptly paid. Perhaps the bill for $300 which has been owing The Billboard for over three years will now be paid.

It has been ignored, side tracked, pigeon holed and tabled so often, though, that there is no telling what is yet in store for it.

It is a legitimate, honest debt of the association, and it would be interesting to know why many debts contracted since it became due have been paid, while it was persistently ignored.

Every member should keep in mind the resolution adopted at Buffalo, viz:

Resolved, that the members of this Association be requested to furnish a list of locations on all contracts calling for a "listed and protected" time display, and mail such list to the firm or agent sending out the work within three days after the date of posting. The penalty for failure to comply with the same will be a forfeiture of the amount of the bill.

A list is designed to afford an advertiser an opportunity of checking up a display during the life of said display. It is of no use whatever if sent after the paper is dead, or when the showing is about to expire. Three days is plenty of time. Any billposter who wishes to comply with the rule can do so without inconvenience.

Those who do not will forfeit one or two bills, and then they, too, will find it comparatively easy to obey the mandate.

The Billboard is in receipt of inquiries almost daily from billposters, who contemplate joining the association, and who want to know what the expense will be. The dues are as follows:

Cities of 1,900 to 15,000, $2.50.
Cities of 15,000 to 25,000, $5.00.
Cities of 25,000 to 50,000, $10.00.
Cities of 50,000 to 100,000, $15.00.
Cities of 100,000 to 500,000, $25.00.
Cities of 500,000 to 1,000,000, $50.00.
Cities of over 1,000,000, $75.00.

J. Ballard Carroll, secretary, 35 Beaver street, Albany, N. Y., will furnish application blanks and detailed information, upon application.

The billposters' paste brush manufactured by Rennous, Kleinle & Co., of Baltimore, Md., is a great favorite R. C. Campbell, of Chicago, recommends it very highly.

THE BILLBOARD.

PUBLISHED MONTHLY AT

127 East Eighth Street, Cincinnat, O., U. S. A.

Address all communications

For the editorial or business departments to

THE BILLBOARD PUBLISHING CO.

Subscription, $1.00 Per Year, In Advance.

ADVERTISING RATES:

Advertisements will be published at the uniform rate of ten cents per agate line; copy for advertisements must reach us on or before the twenty-fifth of the month. Our terms are cash.

Billboard Advertising is sold in London at Low's Exchange, 57 Charing Cross, and at American Advertising Newspaper Agency, Trafalgar Buildings, Northumberland Ave., W. C. In Paris, at Breland's, 17 Avenue del Opera. The trade supplied by the American News Co. and its branches.

Remittance should be made by cheque, post-office or express money order, or registered letter addressed and made payable to The Billboard Pub. Co.

The editor cannot undertake to return unsolicited manuscript: correspondents should keep copy.

When it is necessary to wire us the instructions and copy for advertisements, great saving in the matter of telegraph tolls may be had by recourse to the Donaldson Cipher Code.

Entered as Second-Class Matter at Post Office at Cincinnati, Ohio.

OCTOBER, 1898.

When the crops begin to move, the operation has heretofore not only necessitated the Western banks withdrawing their deposits in the East, but has always compelled them to borrow additional funds.

Ordinarily, the Western banks not only require all of their outstanding monies, but draw upon New York, Boston and Philadelphia for $30,000,000, in order to move the crops.

This year, though, the banks of the West and South are handling the crops almost entirely on their own money. Scarcely $3,000,000 of Eastern money has been needed.

When it is considered that this is one of the greatest crops in the history of the country, the fact that the Western and Southern banks are able to handle it almost unaided must be taken as actual evidence of prosperity.

***

Newspaper advertising has not been as dull in thirty years as it has been during the last three months. This is a fact. Authorities and experts on every hand are a unit in voicing this one sentiment. It is significant, in fact, highly significant, therefore, when it is known that bill posting has been good. All of the poster printing houses have been more than ordinarily busy, and the demand for space among the bill posters has been greater than in any previous year.

What is the natural inference? There is one, and one only. Newspaper space could not be made to pay, and advertisers cut it off. Bill board space continued to pay, and advertisers continued to use it. Right there is the conclusion, and all the argument and explanation on earth will not alter it.

***

We probably hear from more distributors monthly than any other one concern in the United States. Our correspondence in this way is enormous. As far as we are able to judge, the houses who advertise through distributors have increased their appropriations, if anything. At any rate, they have not cut them down.

Here is another significant fact. Contrast these conditions with those existing in newspaper circles, and you will get an idea of the relative value of the two mediums.

House-to-house work is certain. It pays every time. Newspaper space pays now and then, and almost as often it does not pay.

Experienced and knowing advertisers have cut down their appropriations for newspapers, but they are spending a little more than usual on house-to-house work.

***

Ad-signs and painted bulletins, together with mural signs, continue to find unabated favor. While the publishers are complaining bitterly, the bulletin men are industriously building additional boards and hunting for more dead walls. Ad-signs have never enjoyed finer favor than they have experienced in the last few months.

This unexampled prosperity of the sign men has been so obvious that it has excited the cupidity and roused the spleen of the publishers. In several cities this has led the newspaper men into attempting to inaugurate crusades against signs. The motive ascribed was usually the unsightliness of the signs.

In reality, it was naught but the envy of the publishers.

***

The final call for this year's convention of the American Association of Fairs and Expositions appears in this issue. It will take place at the Hotel Millard, Omaha, Oct. 25 and 26. This meeting is an important one. Especially is it important to county and district fair associations.

At this meeting the scope of the organization is to be extended. Hereafter, minor fair associations will be eligible for membership. With this end in view, a sweeping invitation is extended to all the fair associations of America to send a delegate.

It is desired that all societies be represented. Indications point to a very large attendance, partially due, no doubt, to the opportunity of attending the Omaha Exposition, but owing largely also to a lively interest in the outcome of the meeting.

PALMER COX.

His Invention of the Brownies Denied.

Allen E. Harbaugh makes a mistake when he says that "Palmer Cox, the poet-artist of New York, invented and peopled the world with the irresistible and ubiquitous Brownies." Cox assuredly was not their inventor, but he has wonderfully illustrated their character and feats. And in this he has also very finely illustrated the truth of that other fact so well expressed by Mr. Harbaugh, that "It is one thing to discover the X-rays, and quite another to make the X-raise." The Brownies belong to the folk-lore of Scotland. And no "shrewd Yankee" can "patent them as his own invention," though he may employ them for substantial results. Full seventy years ago the writer was amused while listening to the wonderful feats of the Brownies, and the illustrations of the day are in perfect accord therewith.

ALEXANDER DICK.

BOYCOTT

THE PARIS EXPOSITION.

Americans returning from abroad announce that the slights, affronts and indignities which are offered to Americans in France are simply unbearable.

They begin with the proprietor of the hotel and extend clear on down to the porter. Americans are insulted in the cafes and American women have been deliberately crowded off the sidewalks by Parisian gentlemen(?).

Under the circumstances, the wild scramble for places on the Paris Exposition Commission by American politicians and the demand for space by American manufacturers is both unwise and uncommendable.

Feeling runs so high among the French that advertising by exhibit can not hope to be profitable in the face of such violent prejudice.

The anti-American sentiment of France should be met in America promptly by an anti-French sentiment. Let us retaliate, and at once.

Let us begin on the Paris Exposition. We can make our determination and purpose felt there quicker than anywhere else. We can follow it up, if necessary, but let us make a beginning promptly. Boycott the Paris Exposition.

LITTLE ROCK.

BUSINESS IS BOOMING IN THE ARKANSAS CAPITAL.

The Little Rock Advertising Company, under the efficient and pushing management of R. L. Thompson, is thriving. This concern now controls the billboards of Little Rock absolutely. They have built many new ones all in good locations, and they are constructed largely of matched flooring. Their service is excellent, and it will not be long before they will have one of the very best plants in the west. There is no better service in the south even now.

BUTTE.

KENDRICK SKIPS.

The City Billposting Co. is without a manager. Kendrick has skipped. He has deserted his wife and gone to Honolulu, so it is reported. It is also said that he leaves behind him a big string of debts and obligations. The City Billposting Co., which he organized, will be continued by Mr. McGuire. Harnois is not shedding any tears over Kendrick's unceremonious departure.

Sam W. Hoke says that the statement in Profitable Advertising, that he had secured a contract for the Pillsbury Flour posting is incorrect. He has never had any dealings with the Pillsbury people.

The New York State Editorial Association is not making much headway in its onslaught on street car advertising. There are some of the exceptions well taken, and others that are not. Their efforts will fail, and perhaps it is well they should. In these days, many publications are dependent for their existence upon advertisements and—second-class postage rates.

There is no reason why a man's price list, business card or circular should be carried and delivered at second-class rates simply because it is in the form of an advertisement in a publication.

This question is likely to come up in the post office almost any day, and the ill-advised efforts of the New York State Editorial Association, directed against street car advertising, is likely to prove a boomerang by hastening matters.

"Why is a merchant who does not advertise like a man in a row-boat?" asked the student. "Keeps going backward," guessed his friend. "No; he is trying to get along without sales," said the student.—Spokane Spokesman-Review.

Large posters advertising the Sunday editions of the New York Journal and World serve as daily illustrations of the superior "git up and git" of foreign newspaper pushers. I don't know but the papers which have agreed to advertise only through the columns of the public press are troubled with a tinge of regret when they see it. Personally, if I were running a paper, I shouldn't cut myself off from the use of any good method of getting valuable publicity. Anyway, it is true that there is nothing which so fills the heart with a deadly longing to do a certain thing as to simply agree not to do it.—Fame.

From the Ad Field.

The Proprietary Association of America, which is composed of the proprietary medicine manufacturers, will hold its sixteenth annual meeting in St. Louis Oct. 17. The meeting is expected to be unusually interesting.

Joseph R. Kathrens, advertising manager of the Pabst Brewing Co., is Chairman of the Committee on Membership; V. Mott Pierce, M. D., of Buffalo, is Chairman of the Committee on Legislation; Thomas F. Main, of Tarrant & Co., New York, is Chairman of the Committee on Trade Marks; H. L. Kramer, of the Sterling Remedy Co., is Chairman of the Committee on Infringements, and A. York, is Chairman of the Committee on Advertising.

It is said that C. L. Doughty, Cincinnati, who recently left the Parvin & Doughty Agency, as stated in these columns, will send out the advertising for "Modene" and the Evans Chemical Company.

The Young Plaiter Company, 242 Main street, Dansville, N. Y., is reported as the name of a concern which is disposed to do some profitable advertising.

A man known as F. V. Vanderberg, who formerly conducted an alleged "business college" at Omaha and was driven from that city by the post office authorities, recently made his appearance under a new name at Sioux City, Iowa.

He has been arrested by the post office inspectors on charges of new misdeeds at Sioux City, and publishers should be on guard against his future operations.

Murine Co., (eye water), Masonic Temple, Chicago, Ill., will use posters and booklets. The concern is a new one.

It is reported that Payson & Foster, a brokerage firm at 52 Broadway, New York, are likely to use space.

New Western advertisers recently announced include W. K. Cowan, Chicago, and the "Millinery World" store, in that city.—The Fourth Estate.

Funny Advertisements.

Curiously worded advertisements, which are funny without intent, are common in the London papers, it would seem. A contemporary recently offered a prize for the best collection of such announcements, and the following is the result:

"Annual sale now on. Don't go elsewhere to be cheated—come in here."

"A lady starts to sell her piano, as she is going abroad in a strong iron frame."

"For Sale—A pianoforte, the property of a musician with carved legs."

"Wanted—A room by two gentlemen about thirty feet long and twenty feet broad."

"Lost—A collie dog by a man on Saturday evening answering to Jim with a brass collar around his neck and a muzzle."

"Wanted—By a respectable girl, her passage to New York; willing to take care of children and a good sailor."

"Mr. Brown, furrier, begs to announce that he will make up gowns, capes, etc., for ladies out of their own skins."

"Bulldog for sale; will eat anything; very fond of children."

"Wanted—An organist and a boy to blow the same."

"Wanted—A boy to be partly outside and partly behind the counter."

"Wanted—For the summer, a cottage for a small family with good drainage."

"Lost—Near Highgate archway, an umbrella belonging to a gentleman with a bent rib and a bone handle."

"Widow in comfortable circumstances wishes to marry two sons."

"To be disposed of, a mail phaeton, the property of a gentleman with a moveable headpiece as good as new."

The last is a copy of an inscription painted on a board which adorns a fence in Kent:

"Notis—If any man's or woman's cows gets into these here otes, his or her tail will be cut off as the case may be."—Manchester Guardian.

Wide-awake people are the ones most influenced by advertising—progressive people, who are not afraid of a new thing or a new idea; people who believe in the paper they read because they have learned to rely on it. Depend upon this. If the editorials carry weight, the ads will pay. Put your trust and your money in that sort of a paper.—Chas. Austin Bates.

Teaching the Dealer Ad Sense.

(From Ad Sense.)

This story is told of a little negro gamin who picked up a rather large cigar in front of a store recently. He brushed off the ashes and blew away the sand and dirt from the coveted snipe, and then going into the store, he said to the proprietor:

"Boss, gimme a match, please, sah?"

"Matches are not here to give away, but to sell," said the "boss," assuming a look of intense severity.

"Dey is, eh?"

"That's what they are."

"Well, how much is dey er box?"

"One cent."

The gamin tilted the stump in one corner of his mouth, held to the band of his pantaloons with one hand, ran the other hand in his pocket and pulled forth a copper.

"Gimme a box." And he laid down a cent.

He got the box, struck a match, lit the stump so well that it poured forth volumes of smoke, and then handing the box back to the proprietor, assumed a look of intense severity, and said:

"Put dat box on de sheff, an' de nex' time a gemman comes in hyar an' ax you for a match, you gin him one outen my box."

IKE IN IRELAND.

A Short Sketch of Our Delegate's Visit to the Annual Meeting of the Bill Poster's Association.

Held in Dublin, Ireland, August 16th and 17th, 1898—Illustrated with views of British Billboards and Hoardings.

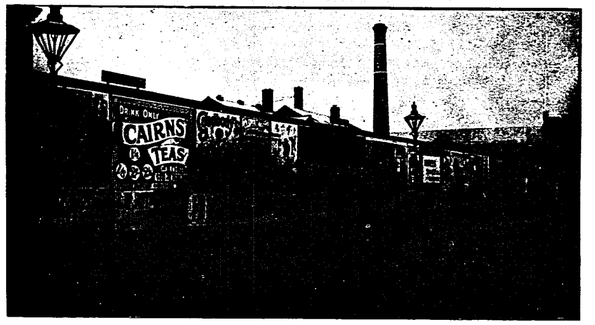
ISAAC M. MONK.

To begin with, on about four hours' notice, your delegate, Mr. Isaac Monk, in pursuance with your telegram announcing the fact that through urgent business arrangements, Mr. W. D. Lowden, the first choice of American bill posters, would be unable to attend the annual convention of bill posters held at the aforesaid place, and after a hurried get-ready and a few little hustles such as are characteristic of the Yankee, I left Terre Haute, Ind., at 4:31 on the world-famed Knickerbocker, Aug. 4, 1898, arriving in New York at the Grand Central Station at 7:45 p. m., Aug. 5. The trip from Terre Haute to New York was made without any particular event happening to mar the monotony of ordinary railroad travel. Arriving at the Waldorf-Astoria, Mr. Monk found that the "Billboard" Publishing Co., of Cincinnati, O., had made all necessary arrangements for the voyage across the ocean, over the famous Cunard Line, steamship Lucania, but, owing to a slight delay in the arrival of the train at the Grand Central Station, it was found that connections could not be made, as the Lucania had already sailed, so your representative was compelled to consult the time-table of the outgoing steamships, and finding that the Anchor Line steamship Anchoria would leave at 12 o'clock, engaged passage on the same, and by a little quick maneuvering, managed t get on the boat in good time. Before leaving, however, Mr. W. D. Lowden arrived at the wharf and bid your representative good-bye and God-speed and a happy journey and a wish to express his regrets to the members of the British Association that he was unable to attend, but hoping that they would accept me in his stead.

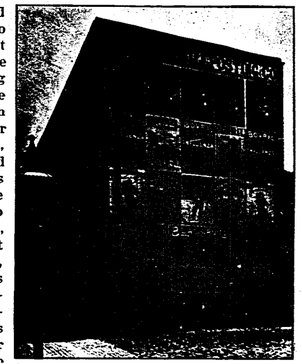
We left New York with old Father Sun shining brightly. It was indeed a jolly party, not an overly large cabin list, and while the Anchoria is the smallest boat in the Atlantic service, she is a thoroughly well-built vessel, and outside of her reputation as a roller is as sea-worthy as any in the service. We passed out of the harbor with a smooth sea, and had a very pleasant trip, outside of a few icebergs and some fog. A more genial lot of passengers it has never been my lot to meet. All jolly, good-natured fellows, and a more genial list of officers no ship can boast of. The Captain, steward and the purser, all old sea dogs, and as jovial and pleasant as it is possible to be. Outside of some heavy sea and no very heavy squalls, we touched Moville, Ireland, in just ten days from leaving New York; after bidding them all good-bye and they all wishing me God-speed, I left the steamer and started for Londonderry, arriving there at 12:50 with just barely time to get my trunk through the Custom House and catch the train for Dublin, which is a six hours' ride. Arriving at Dublin, a bit late, I boarded a jaunting car and was driven direct to the Shelbourne Hotel, only to find every available room in the house already occupied. The good-natured clerk, however, told me not to be disheartened, as nearly all the rooms in the Dublin hotels were already engaged and occupied, as next week occurred the Royal Dublin Horse Fair, which, of course, is the really great society event of the season in Great Britain. From there I went to the Hotel Metropol, with no better luck. Finally, after trying six or seven hotels, I found one where the clerk politely informed me I could stay one night only. The rooms were all engaged from that time on until after the Horse Fair, so here at the Gresham Hotel I put in my first night in Dublin. After getting things straightened around a bit, the next morning I went over to the office of the Irish Bill Pasting Co., at 40 Gre at Brunswick street. I arrived only to find out that all the delegates had just started for a day's outing by rail and jaunting cars through the beautiful scenery which surrounds Dublin, but, however, by my taking a train I could meet them all at Bray, which is about twenty miles from Dublin, which I, of course, agreed to do at once, as the train would leave in about an hour. I started back to the hotel, and on the way I met Mr. B. McGlade, a bill poster and advertising contractor of 14 Hawkins, near the Theatre Royal. He was delighted to meet me, and offered every assistance in his power, and also accompanied me to Bray. Arriving at Bray, I was surprised to find a large delegation at the station, for during the time between my visit to the office of the Irish Bill Posting Association at Dublin, their very genial manager had telegraphed to Mr. David Allen, Jr., that I had arrived, and would meet them at Bray. Of course I was greatly surprised at the crowd at the station, as I expected that I would slip in unannounced and surprise them all, but found them all waiting for me. It was indeed an agreeable surprise, after the long ocean voyage, a tedious journey by rail, only to get into Dublin about two hours late for the convention dinner, which generally closes all business meetings of this or other kinds in Great Britain, and then to be so warmly welcomed by people who hardly knew whether the American ambassador would reach them or not. After a very hearty hand-shaking and exchange of courtesies, I was escorted to the smoking-room of the International Hotel, where a rather informal reception was held, at which they determined to make my visit as pleasant as possible. It being nearly 5 o'clock, dinner was ordered for 5:30. After a little jaunt around the Beach, which abounds in beautiful scenery, we returned to the hotel just in time for dinner. It was indeed a great pleasure to meet so many new-found friends. Mr. Alderman Sheldon, of Bradford; Mr. J. O. Rogers, of Belfast, and Mr. David Allen, Jr., took it upon themselves to introduce me to the bill posters and their wives already assembled. It was indeed one of the pleasantest events of my life. After toast to the Queen and the Royal family, then the President of the United States, then your representative, and then the American Bill Posters' Association, which were all heartily given and warmly responded to, Mr. J. O. Rogers addressed the members and extended me a formal welcome in a happy little address. Concluding which, he said:

"I will ask you to drink with me the health of "the Associated Bill Posters of America and Canada," coupled with the name of Mr. Monk." (Applause.)

The toast was drunk amid a scene of great enthusiasm. Repeated cheers were given for the American fraternity. The members joined heartily in the singing of "He's a Jolly Good Fellow," which your humble servant responded to as best he could, after which a very delightful repast was served. We afterwards returned to Dublin, via Harcourt Street Station. Arriving in Dublin, we went direct to the Shelbourne Hotel, where another and more lengthy banquet awaited me, for the committee had made all necessary arrangements for a splendid banquet at 9 o'clock. After a short ride around on the jaunting car and a peep into two or three of the theatres, we returned to the Shelbourne on time. I was again introduced to the entire Executive Committee of the United Bill Posters' Association of Great Britain, and several theatrical



A Hoarding on Donegall Quay, Belfast, Ireland.



A gable on Howard st., Belfast.

A Hoarding in Bedford Street, Belfast, Ireland.

managers, who had found time to be present at this, the first international meeting of its kind in the world. There were present at this sumptuous repast the entire Executive Committee, excepting Mr. Walter Hill, of London.

Mr. J.O. Rodgers,President; Mr. Jos. Bruton, Vice President; Mr. Rockley, late President; Mr. Grime, Manchester; Mr. F. H. Simpson, Cardiff; Mr. Alderman Sheldon, Leeds; Mr. J. McArthur, Dundee; Mr. Joshua Sheldon, Leeds; Mr. R. A. Jackson, Liverpool; Mr. Councillor W. B. McMillan, Greenock; Mr. David Allen, Jr., Dublin; Mr. Horam Long, London; Mr. Johnson, Leicester; Mr. W. Robinson, Nottingham; Mr. Hartley, Brighouse; Messrs. Robinson, Halifax. After the toasts, I was again called upon to make a few remarks, in which I gave them a general outline of our method of doing business in the States, and altogether a very pleasant evening was spent. I informed them of my desire to return as quickly as possible, and they decided to appoint Mr. Alderman Sheldon as my traveling companion for the few days that I had to devote to sight-seeing.

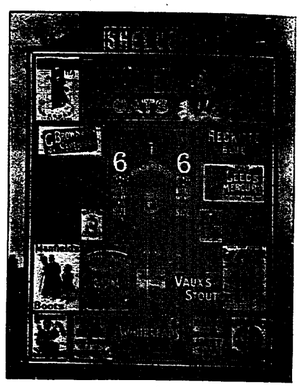
The following is an outline of the tour. On Friday, the 19th, we visited Belfast and were shown around the city by Mr. Prout, of the Irish Bill Posting Co., afterwards being entertained at luncheon at the Grand Central Hotel with the following gentlemen, among others, present: . Mr. Wardman, of the Theatre Royal; Mr. Moulitt, of the Opera House; Mr. S. C. Allen, of David Allen & Sons, after which we were driven to the lithographing and printing works of David Allen & Sons, one of the most extensive concerns of its kind in the Old World. After which, Mr. Prout again took us in hand and gave a three hours' spin around Belfast, leaving at 4 o'clock on the steamer Adder for Glasgow. Arriving there at 9 o'clock, we were met at the station by Mr. John Gibson, of Robert Peith Sons' Co., bill posters. The evening was spent at the Empire Palace Theatre, through the courtesy of the acting manager, W. H. Howard. At 10 o'clock the next morning Mr. Gibson was on hand and drove us around Glasgow, showing us all points of interest, and also incidentally the largest bill board in the world, being 600 feet long and 74 feet high, which I think all my American brethren will agree with me as being entitled to be so called. Back to the Stenoch Hotel, we were again entertained by a dinner, Mr. Gibson occupying the chair, supported by Mrs. McDonald, Mr. Adamson, Mrs. John Locke and others; after which, bidding them all good-bye, we journeyed to Liverpool. Here we were met by Mr. R. A. Jackson, who was one of the best fellows you ever met, and who did all in his power to make us perfectly at home. On Monday, Blackburn and Black Pool were visited. Mr. Smalley, of Blackburn, honored us with a luncheon at the hotel, after which we went to Blackpool, which, by the way, as an amusement resort, is second to none I have ever visited, not excepting Coney Island. The location is delightful, with a large list of amusement places. It certainly outclasses everything in that line. The doors of everything were open to us. Mr. T. Sergenson, Manager of the Grand Theater, as in every other instance, delegated himself as a committee of one to show us through his theatre, as did Manager Huddieston, of the Empire; also, Manager Hariff, of the Tower; Manager Brighton, of the Winter Garden, and the Empress Ball Room, which is the most magnificent ball room in the world. The beautiful winter gardens, with its grand pavilion, hall, fernery and palm house, the handsomest billiard room in Europe, grand buffee, grill room, Indian jungle, the Indian lounge, conservatory, Italian gardens, Oriental lounge. The splendor of these marvelously fitted up apartments is the talk of the entire globe. After a very pleasant afternoon, back to Liverpool. Tuesday we were the guests of Messrs. Crookes & Grime, of 81 Lever street, Picadilly, Manchester. Here we saw the largest bill posting plant in the world, having over 2,000 different locations and employing over 150 bill posters, capitalized for $2,500,000. Manchester is in the center of a very thickly populated district. Of course, to us Americans, this sounds fabulous, but Manchester, like the rest of Great Britain cities, is an old city. Here we see a saloon which has held a continuous liquor license for 547 years, during which time its doors have never been closed. Manchester is a wonderful place, and Mr. Grimes is a wonderful fellow. After showing us around, all arrangements had been made, for a very pleasant banquet at the Victoria Hotel, after which we journeyed back to Liverpool, only to find arrangements already made for another banquet at the Adelphia Hotel.

And so ended ten of the happiest days I have ever spent. As my passage had been secured on the steamship New England, leaving the next morning at 10 o'clock, I was soon to bid farewell to those who had made it so very pleasant for me. Nearly all of them were down at the wharf the next morning when the great big ocean liner left and we could see them waving handkerchiefs in the fond adieu. I, myself, feel very highly flattered at the reception tendered me everywhere, as everybody did everything in their power to make it pleasant for me. Hon. Alderman Sheldon is one of the best traveling companions it has yet been my lot to meet, and oftentimes now I smile as I think of some of his bland sayings. Others deserving especial mention are: Mr. R. A. Jackson, of Liverpool; Mr. J. O. Rogers, of Belfast; Messrs. Grimes & Son, of Manchester; Mr. Smalley, of Blackford; Mr. Joshua Sheldon, of Leeds, and Mr. Prout, of Belfast; also Mr. David Allen, Jr., Mr. S. C. Allen and Mr. Fred. Warden. Also, Mrs. Jackson, Mr. Gibson and Mr. Beith, of Glasgow. These people did everything in their power to make things pleasant for me, and they certainly did it. I only hope that at some future time I will have the honor of returning the courtesy.

Now, speaking of my observations, I think the Old World is a bit ahead of us in some things; their bill posters all use short-handled brushes, and work on ladders. Their sheets of paper are not so large as ours, and they put it up much more carefully. You will see by the illustrations herewith submitted, of photographs in various cities, that there are no ragged ends. They blank everything in, which a great many of our bill posters are doing now. Bill posting is a great business over there, while we have but very few large bill board advertisers; they have hundreds. Nearly every merchant or tradesman uses bill posters of some sort there, and theatrical work only forms a very small part of the posting done. Railroad and steamship companies depend entirely on outside display work to advertise their business. Nearly every brand of cigarettes and tobacco sold in Great Britain is exclusively advertised on the bill boards, to say nothing of the various brands of tea, matches, ink, whiskies, ales, porters, condensed milk, sauces and ketchups, and in fact nearly every manufactured article. Their bill boards or hoardings, as they call them, are truly metropolitan, and for the most part well and strongly built. The Irish Bill Posting Co. have boards twenty-six feet high and 280 feet long, and considered to be the finest permanent hoarding in Ireland. They also have branches at Londonderry, Moville, Port Rush, and Coleraine, Ballymena, Omagh, Portadown, Lurgan, Strabane, Larne, with general offices at Dublin. Mr. J. O. Rogers is the manager, who, with a very efficient corps of assistants, has been very successful. Their price for posting is higher than ours, as their sheets are only about one-fourth the size of ours; what we call a quarter-sheet they call a crown; what we call a half-sheet, they call a demy; our ordinary one-sheet, a royal. They also put a great deal more matter on their type sheets than we do. They do not post paper stuck together like we do, and they cut it apart and post it in smaller pieces. As you will understand, it is usually a damper climate than ours, with more rain. Paper has to be put up in the best possible manner to stay. They use the same kind of paste that we do, but they do a great deal more snipping, or, as they call it, fly posting. They are, however, beginning to see the advantage of having as little matter as possible on large stands. this being introduced by American amusement enterprises, who, when they make tours of Great Britain, use American printed paper. One sees a good many familiar pieces of paper on the boards, prominent among which are Quaker Oats, Curtiss Bros. Blue Label Ketchup, Nestles' Food, Singer Sewing Machines, etc. The advertisers of Great Britain use a great many enameled signs. The exterior of all railway stations is literally covered with the same, as are the tram cars, or as we call them, street cars; signs being displayed inside and out, which makes them present a very animated appearance. I think a good many of our American advertisers could benefit by a similar trip like the one I have just taken, as the English manufacturers certainly believe that outdoor advertising is a sure cure for dull business.

Now, after a very pleasant voyage back on the steamship New England, arriving in Boston Friday, Sept. 2, just in time to come into the harbor with the warships which were returning to Boston, headed by the Massachusetts, with Gov. Wolcott and Mayor Quincy on board, it was certainly a triumphant ending to this hurried tour to the Old World. Imagine how proud I felt on hearing that the war had been satisfactorily settled and peace declared, pending the negotiations for a surrender; to see the grand United States once more. Everything that could float was draped with flags and was out to meet the battle ships. Every whistle was blowing; every bell was ringing; every building decked in the gayest of gay bunting, and everybody in holiday attire. It was certainly a sight never to be forgotten. Arriving at the wharf, and getting as quickly as possible down to the city, I dropped around to see Mr. Edward Downley, Boston's popular bill poster, who was delighted to see me, and entertained me with a dinner at the Hotel Touraine, Boston's new palatial hostelry. An evening spent jaunting around the theatres, and then to New ork via the N. Y., H. & H. R. R., leaving New York at the Grand Central Station, via the New York Central & Hudson River Lines—a delightful trip indeed. Back again, safe and sound on the evening of Sept. 4, being gone just exactly thirty days, leaving friends never to be forgotten; but still, at the same time, glad to get back, and with nothing but pleasant memories of those who were connected with the United Bill Posters' Association in Great Britain and those who made it possible for me to do the honor to represent them. Yours respectfully,

ISAAC M. MONK.



A gable in Bradford, England, 60 feet high.

A Big Billboard in Ormean Avenue, Belfast, Ireland.

In Colerain, Ireland.

Fair Department

OMAHA.

The Annual Convention.

The annual convention of the American Association of Fairs and Expositions will be held at Omaha, Neb., Oct. 25 and 26, agreeable to resolution adopted at the last convention, held at Milwaukee, Wis. The convention will convene at 10 o'clock a. m., Oct. 25, at the Millard. The purpose of the meeting is to discuss matters pertaining to fair and exposition management, in general, and to further the interests of agricultural and the mechanical arts. The combined experience of the different delegates will enable the association to crystalize the best thought, the most economical management and the safest rules for recommending back to the individual members or fair organizations. Uniformity in rules is one of the essential objects sought.

The members of the association are earnestly requested and urged to send as full delegations as possible to the forthcoming convention. Fair and exposition organizations not holding membership are also earnestly invited to be represented and to identify themselves with the association. Discussion will be open and free to all interested, and a large representation from the different fair and exposition organizations of the United States and Canada, will result in much good to each one represented.

The convention is held during the latter part of the Trans-Mississippi International Exposition, and much of unusual interest will occur in that connection. It is hoped that every large fair will see the propriety of being represented.

A fixed program is announced, in which some very interesting and important topics are included.

ROBT. W. FURNAS, President,
JAS. W. FLEMING, Secretary, Columbus, O.

Notice.—Organizations sending representatives, please notify the Secretary at Columbus, O., and if possible at this time, give names and post office address.

The headquarters will be at "The Millard."

OCT. 25—10 O'CLOCK A. M.

1. Call to order by the President.
2. Call of roll of members.
3. Reading of minutes of last convention.
4. Annual address of the President, Robt. W. Furnas.
5. Report of the Secretary.
6. Report of the Treasurer.
7. Unfinished business.
8. Communications from the President.
9. Communications from the Secretary.
10. Report from Executive Committee.
11. Report from Committee on Transportation.
12. Admission of members.

2 O'CLOCK P. M.

1. What can we do to establish uniformity in rules of admission? (Address by H. J. Hill, Manager and Secretary Toronto Exposition.)
   Discussion of subject.
2. Should live stock sales be inaugurated under association management? (Address by J. W. Fleming, Assistant Secretary Ohio State Fair.)
   Discussion of subject.
3. The rights of exhibitors. (Address by William M. Liggett, Minnesota State Fair.)
   Discussion of subject.
4. What is the best system of dairy tests? (Address by S. C. Bassett, Nebraska State Fair.)
   Discussion of subject.

OCT. 26—10 A. M.

1. The fair, the farmer and the community at large. (Address by S. H. Ellis, Ohio State Fair.)
   Discussion of subject.
2. What privileges should be granted on fair grounds and how they should be controlled. (Address by Chas. Downing, President Indiana State Fair.)
   Discussion of subject.
3. How can we reduce the issue of complimentaries, and would it be wise to abolish the system? (Address by John M. True, Wisconsin Board of Agriculture.)
   Discussion of subject.

2 P. M.

1. Miscellaneous and new business.
2. Report of Committee on Program.
3. Report of Committee on Dates.
4. Election of officers.
5. Selection of place and date of next meeting.

Judges at Fairs.

Mr. J. T. Morris, of Warren County, Iowa, makes the following timely suggestions with respect to the important question of securing good live-stock judges to place ribbons at the fairs:

"I would like to urge upon intending exhibitors the importance of inducing fair managers to secure the services of competent and reliable expert judges in the live stock rings. Most of the leading fair associations are up to the times in this respect, but some county and district fairs are still behind. Last year I visited a number of county and district fairs, and in some instances the society had employed experts, so-called, who fell very far short of being experts. They were college students who offered their services cheap, the society often paying no more than their traveling expenses. Most of the managers wanted to make a saving to the society, while if they had secured competent judges, they would probably have had to pay for their services. It is all right for fair associations to economize, but it is poor policy to jeopardize the interests of exhibitors for the sake of a small saving to the society. I have all due respect for the students and for the colleges from which they come. They are all right in their place. Of late, in some of the colleges, efforts have been made to teach stock judging. The students are called together and prizes are offered for the best judging of live stock, and then a fat horse or cow is run out, and perhaps for a pastime, as much as anything else, they proceed to judge it. Nine out of ten of the boys would prefer a football game or a bicycle race. The fact is, a young man can not gain the competency that should be possessed by an expert judge by taking a college course. It requires a man who has had a long experience as a breeder, dealer and handler of stock; one who has been at both end of the string, both as a purchaser and a seller. It is true that a good judge can point out many good characteristics, but there are a thousand and one little important things that one can hardly teach to another and that can only be learned by years of practical experience. Some may think that almost any kind of judge will do at a county fair, or a "pumpkin show," as it is sometimes called. It does not make any difference, however, even if it be only a pumpkin show, the judge should at least know a Yankee pumpkin from a gourd. Judges should be just as much competency in a judge of a county fair as at a State fair. As a rule, exhibitors are not thoroughly versed in the points of good stock, and they go to the fair as much to learn whether they are falling into any mistakes in their breeding as for any other purpose. If the animals they show are superior or inferior, they want to know it, and to know at what points and why, and if they do not find it out at the fair, attendance is not profitable to them, as they hoped. More encouragement should be given by fair managers to farm stock, such as draft, coach and driving horses, cattle, swine and sheep, with a little less attention to racing. Better fairs would thus be built up, and it would be better for the country at large. Managers will spare no pains to secure the services of a good starting judge to start the races, but they are often quite negligent in securing competent judges to award premiums. Often the starter awards the premiums as well, and while, in nine cases out of ten, he is all right as a starter, he is not competent to make awards."

The matter referred to is a timely one, for a fair association misses its chance for usefulness if it fails to make the show as largely educational as possible, and to do this, judges who understand what they are about, who know animals thoroughly and well, and who, upon occasion, are able to give reasons for faith that is within them, should be employed. They should be men who can detect faults and recognize points of excellence, and who are able to give due weight to each fault or blemish and each excellence, neither under-valuing or over-valuing them relatively to the balance of the animal. The larger the practical experience a judge has had, the greater will be his ability to judge, other things being equal. In some of the colleges of the country great pains are taken to teach students of live stock what constitutes a good animal, and how it should be judged. This systematic teaching is productive of good results, and while it may not and does not at once make a full-fledged expert judge, it gives an excellent skeleton on which to hang after-acquired experience in the handling of domestic animals. So far as we have been able to observe, the students who become competitors for prizes in the stock-judging courses, such for instance, as the Ogilvie foundation at the Wisconsin Agricultural College and some others, are earnest and energetic young men who may, perhaps, have a fondness for football, but only in its place and not to the detriment of the more serious duties of life. This is not saying that the course they take makes them at once expert judges, fully competent to place the ribbons to everybody's satisfaction at fairs, for practice must go hand in hand with science in order to do this. But it does mean that the courses do them a great deal of good and will probably make good judges out of them eventually.

In this connection it might not be amiss to recall some work that was done at the Waukesha County Fair in Wisconsin. Recognizing the fact that live stock fairs did not possess the educational value that they ought to have, and did not teach exhibitors and others interested as much about what constitutes a good animal of its kind as they ought to teach, Mr. George McKerrow, Superintendent of the Wisconsin Farmers' Institutes, held three short Institute sessions at the fair named, and used the prize-winning animals in the fair stock rings as texts for brief lectures on the subject of judging, telling the reasons why each point was a defect or an excellence, as the case might be, and, in short, letting those who were interested in the subject see just how the mind of a competent judge worked when engaged in determining the question of how a lot of premiums should be distributed. We last year commended this work at the Waukesha fair as worthy of imitation everywhere. We have since seen no reason to withdraw such commendation, and believe the value of fairs, so far as live stock is concerned, would be increased many-fold if the practice of holding such sessions were general.

Howard W. Sexton is now receiving bids for the material and work of constructing a large exhibition hall, a stable for trotting horses and three stables for cattle, for use in the coming fair at Oxford Lake, Anniston, Ala.

The Paris (Ky.) fair grounds and trotting track are soon to be sold at auction. Annual meetings have been held on these grounds for fifty-six years, and the Paris Fair Association was the oldest one in the United States. Paris will hold street fairs in the future. The initial one this season was a great success.

At the New York State Fair two colts, aged three and four months, pulled a wagon and driver one-quarter of a mile in thirty-nine seconds. While the feat excites the admiration of some horsemen and shows what can be accomplished with colts, others object, alleging that cruelty must have been practiced to break the steeds to harness.

TOLEDO, 1903,

Will Celebrate With a Big Exposition and Numerous Conventions.

The people of Toledo, O., have decided to have an exposition in 1903 to commemorate the anniversary of the organization of the State of Ohio. This they intend, whether the State Legislature aids them or not. They have already gone to work on the conventions and have secured many for that year.

They made a special effort to get the G. A. R., and have virtually succeeded. Toledo is deserving of much credit.

The Trans-Mississippi Exposition is booming with a big B, says a correspondent. All the showmen and concessicnaires seem satisfied.

A Word on Fairs.

There has always been a disposition among certain manufacturers to kill off the fairs. Some would have a grievance against the management; their experience one year had been unsatisfactory on account of it being a bad year, or something or another had gone wrong, but they would come back in line, and the exhibits at the fairs this year will probably average bigger and better than ever before. The season has been good and the dealers and farmers are prosperous and happy. The best fairs will stand for all time, for many reasons. They afford the best opportunity for the renewal of old acquaintances and the forming of new ones between manufacturers, jobbers, traveling salesmen and farmers. At a big fair a farmer or dealer can examine more implements and vehicles in a single day at a nominal expense than he could by traveling over the country for weeks at a large outlay. Besides, he can see many machines in actual operation.

The agricultural implement and vehicle display has always been the chief attraction at many fairs, even to the women and children. The towering wind-mill, the buzzing machinery and beauty of the displays come in for a large share of the attraction of the fair sex. There are souvenirs of all, descriptions handed out by handsome and pleasant salesmen, and the souvenir hunter finds time spent in the emplement and vehicle row most agreeable and productive of the best results.—Farm Machinery.

France gets enormcus trade from America, but the latter gets little from France.

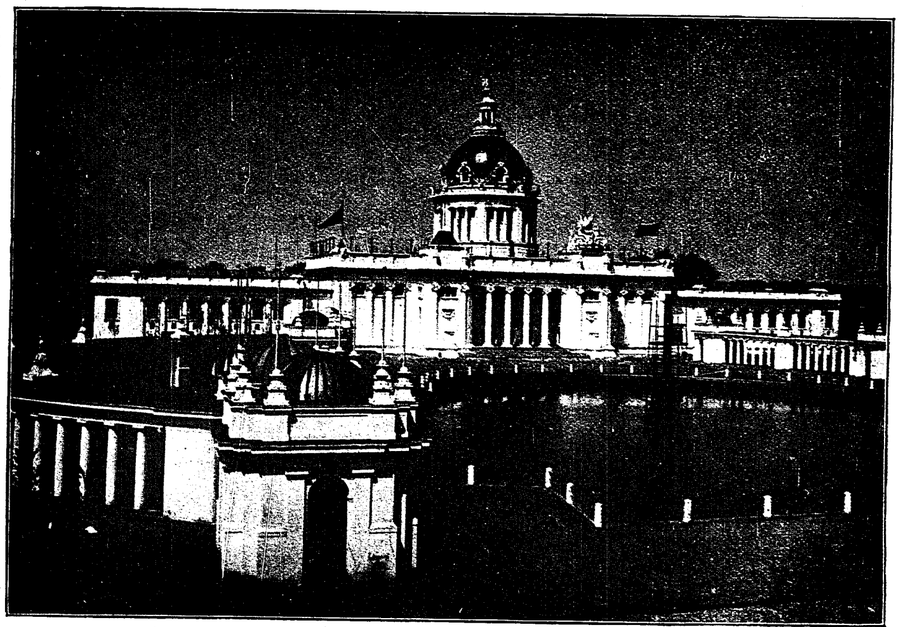
England buys more than ten times as much of our exports. The British colonies alone buy more than three times as much. France sympathizes with Spain.

France insults American tourists. France is pervaded with anti-American sentiment. Let France go to hell and take the Paris Exposition with her.

Join the American Association of Fairs and Expositions.

"There is no such thing as certainty in this life," exclaimed the melancholy man.

"Ain't there?" responded Farmer Cornstessel, contemptuously; "I guess you didn't never play games with any of these men that goes around to county fairs?"



Government Building, Trans-Mississ'pp iInternational Exposition, at Cmaha, Neb.

MINNESOTA.

Where Fairs Thrive—Apportionment of State Grant to County Associations.

Thirty-eight agricultural societies have qualified for a share of the $14,000 State appropriation, and will receive $254.54 each. Last year the division was $206. The requirements are an association with at least twenty-five members and a fair at which a sizeable amount is given in premiums. Some of the societies have $300 or $400 members and the premium lists range from $150 to $519, the latter at Garden City, Blue Earth.

The fair associations are as follows: Aitkin, Blue Earth, Brown, Carlton, Carver, Chisago, Cottonwood, Dakota, Douglas, Dodge, Faribault, Fillmore, Goodhue, Grant, Houston, Isanti, Itasca, Jackson, Kanabec, Kittson, Lac qui Parie, Le Sueur, Martin, McLeod, Meeker, Mille Lacs, Mower, Norman, Nobles, Pipestone, Pope, Redwood, Renville, Rice, Sibley, Steele, Stevens, St. Louis, Swift, Wadena, Waseca, Watonwan, Winona, Wright, Murray Shell Prairie of Hubbard, Thirteen Towns of Polk at Fosston, Southern Minnesota of Rochester, State Poultry Association of St. Paul, Hennepin Poultry Association and the State Butter and Cheese Association.

The Texas State Fair.

Probably no one enterprise in the whole history of Dallas developed as great a surprise, even to its projectors themselves, and has brought, and continues to bring, such lasting and material benefits to the city of Dallas, as well as the State at large, as the great Texas State Fair.

Its organization was perfected in the early part of 1886, with J. B. Simpson as President and Sydney Smith as Secretary. Its first entertainment was given Oct. 26, 1886, and lasted ten days; its thirteenth annual entertainment will be given Oct. 1, 1898, and will last sixteen days, with G. H. Gaston, President; B. E. Cabell, Vice President; J. B. Adoue, Treasurer, and Sydney Smith, Secretary and General Manager.

Unlike most other institutions of its class, it had no small beginning, but opened out with its first entertainment in 1886 as a full-fledged, complete State fair, and although it is now conceded to be the largest combined fair, exposition and race meet in the United States, there are people who claim its first efforts have never yet been eclipsed.

During the past thirteen years of its existence, it has paid out an average of $70,000 each year in premiums, purses and attractions, and more than $250,000 in buildings and general improvements, and its record shows that it has entertained nearly 1,500,000 visitors.

Its grounds, 120 acres, are enclosed with a tight board fence some 11,000 feet in length, within which it has a one mile trotting and a seven-eighths mile running track, both of which are second to none in the South. It has five miles of gravel drives and walks, and the grounds are abundantly supplied with water through some five thousand feet of service pipe.

Its Exposition Building has 70,000 square feet of floor space; its Ponwer Hall has 25,000 feet, equipped with boiler capacity of 275 horse power, and its Machinery Hall has 80,000 square feet.

Its poultry department will accommodate 3,500 birds; its cattle department, over 500 head of cattle; its exhibition horse department, over 300 head of horses; and its swine department more than 750 head of hogs.

Its grand stand will seat some 5,000 people, and its race department has 580 box-stalls for race horses.

Its Music Hall has 3,330 opera chairs, besides the galleries, and its Ladies' and Art Department Halls are 26 feet wide and 400 feet in length. And last, but not least, it has five hotels run by the different churches in the city.

The privilege row is 36 feet wide and 700 feet long, and five bars well equipped and properly run.

The coming fair and exposition will be its banner entertainment, and no pains or money will be spared to procure every species of attraction for the amusement and entertainment of all classes of its visitors.

Its race purses aggregate some $30,000, its attraction list equally as much, and its premiums in the live stock department are larger than those of any other fair in the United States.

Among the many new features for the coming entertainment will be a miniature ostrich farm, with birds of all ages; a bench show, under the rules of the American Kennel Club, where dogs can be seen ranging in size from the Skye terrier to the great Dane, and at prices as high as $10,000. Under the management of the Texas Coursing Club, lovers of this class of sports can witness the contests between the fleetest greyhounds and the wildest jacks.

Len Small, Secretary of the Kankakee (Ill.) Fair, sends us the following ruling by the Commissioner of Internal Revenue: "It has been decided that companies giving theatricals or shows of any kind and charging admission, at county fairs, must pay a war revenue tax. When the county fair association has the shows under its complete management and control, it must pay a $100 license fee, covering all the shows, but if the complete management and control is not vested in the association, the management of each show must take out a license."

It was a notable show at Columbus, O., in this year of 1898. The show of live stock was never better. There was noticeable among the stockmen a feeling of courage and cheerfulness that reminds one of old times.

J. W. Gaines, Secretary of the Lawrenceburg (Ky.) Fair, writes us that though this was their twenty-fifth annual exhibition, it was the greatest success they had ever experienced.

Street Fairs.

Reports from various parts of the country indicate that the street fair plan of drawing trade is to be adopted on a large scale this fall by merchants. Started in a modest way in some small towns, the scope and plan has broadened until the "street fair" this year will be a combination of the carnival given by many cities, the industrial exposition and the old-time county fair.

The street fair has for its foundation the business enterprise of merchants in the towns and smaller cities, who fill their streets with booths for the display—not for the sale—of goods; then hire entertainers to give free exhibitions to draw the crowds.

Ordinarily, the main street of the town is selected as the place of making a display, so that each leading merchant may have a booth in front of his own store. The time selected for the fair is as soon after harvest as possible, the natural season for relaxation.

Any feat of daring or exhibition of skill that can be accomplished out of doors to advantage is appropriate for an attraction at a street fair, and it is a poor street fair that has not at least one high rope walker, and one "daring aeronaut," with a balloon, a parachute, and a thrilling leap to the earth. Then there are always a few strolling musicians, who wander about the booths and play or sing wherever any seem ready to listen.

Clowns and acrobats are popular additions to any street fair coterie of entertainers. Nothing pleases the children more, unless it may be a few trained animals that are always in evidence; and as a rule, everything is free and beyond criticism, and intended to put the beholders in a pleasant frame of mind. The merchants in towns where street fairs have been held have found that even after a big harvest and a high price for his crops the ordinary farmer will part with his dollars in trade a little more readily if something is at hand to keep him on a broad grin or in a confidential chuckle.

Does it pay? It would seem so from the fact that all the towns that tried it last year are planning to do the same this year, and in most cases on a larger scale. Among the places at which street fairs will be held this year are Terre Haute, Ind., and the plans for display and entertainment are most elaborate. An idea of the extent of the plans may be gathered from the fact that Main street, which is the principal street of the city, will be filled for a distance of six blocks on both sides of the street car tracks by booths and displays, leaving the car tracks and the sidewalks for the accommodation of traffic. It is intended to have at least one juggler, musician, clown, or entertainer of some sort at every corner all day.

In cases where the street fair has entirely superseded the agricultural fair, as it has in some places, it offers a field for the rivalry of farmers in the excellence of their products, stalls being arranged for agricultural exhibits, and valuable prizes given to those making the best showing, so that a procession of prize winners in the form of various kinds of fat stock, bedecked in gay ribbons and led by their proud owners, would not be counted out of place even at a street fair of the most modern sort. Both Mattoon, Ill., and Grand Rapids, Mich., held such celebrations last year, and propose to repeat them this year. Any interested reader who may desire further information as to expense, plans and results can doubtless obtain it from some merchant or official in these cities. Under whatever name they may be held, "Harvest Festivals," "Carnivals of Fun" or plain "Street Fairs," the general idea is to draw the surrounding population to the town and thereby increase the trade of the local merchants.—Chicago Apparel Gazette.

Rush to Exhibit in Paris.

The United States Commissioner to the Paris Exposition has received at his office in the Equitable Building in this city more than 300 applications for space from Americans who want to exhibit, and the total number of applications at the New York and Chicago offices exceeds 600. The large number of applications caused some dismay to the commissioner, because of the comparatively small space that this country has secured at the exposition. Only 150,000 square feet have been allotted to the United States thus far, and enough have applied for space to make a World's Fair of themselves. Commissioner Peck, in view of the number of applications, will go to Paris shortly, and he hopes to secure 500,000 square feet, instead of 150,000. The rise in prominence of everything American owing to our victories in the war leads the commissioner to believe that he will be able to secure much more space than was originally awarded this country. That an increase is needed is shown by the fact that among the applications thus far received ten electrical companies have asked for more than 75,000 square feet, or more than half the available space. An agricultural company has also asked for more than half the space allotted. It was said at the office of the commissioner that a lot of applications would be rejected. A special commission, whose duty it will be to award space and pass on applications, will be appointed in about four months. It has already been suggested by the commissioner that exhibitors should combine in some way to make the best possible use of the limited space, and a number have agreed to do so. In one case twenty-seven kindred trades have put their exhibits in charge of one agent. It is expected that there will be more than 2,000 exhibits.—New York Sun.

I. N. Fisk, Esq., originator of the American street fair, was a "Billboard" caller Sept. 1. Mr. Fisk had just returned from Paris, Ky., where his latest effort had proved a big success.

Every county and district fair association in the United States and Canada should send a delegate to Omaha Oct. 25 and 26.

Columbus, O., Sept. 20.—It is announced that the total receipts for the late State Fair were $30,870.40. The expenditures are not exactly known as yet, but it is certain that a net balance of several thousand will remain.

The McHenry County Fair, of Woodstock, Ill., cleared over a thousand dollars at its recent meeting. The receipts were $5,300, and they would easily have reached $6,000 if it had not rained. The surplus will be devoted to the improvement of the grounds and buildings.

The Tampa Agricultural, acing and Fair Association, of Tampa, Fla., was incorporated Aug. 29.

The Clinton County Fair, of Frankfort Ind., issued one of the finest premium lists that has reached our desk this year.

The West Mississippi Exposition, of Vicksburg, came to nought last year owing to the yellow fever scare and stringent quarantine regulations, and seems likely to meet the same experience this year. The expense is enormous and the outlook decidedly discouraging.

Rain spoiled the fair at Dormansville, N. Y., Sept. 7, beginning at 11 a. m. and continuing throughout the remainder of the day.

"At the County Fair" is the title of a profusely illustrated article by Martha McCulloch Williams in Ainslee's Magazine for September. The illustrations are very good, indeed, but the text is of little value.

The exposition buildings at Tacoma, Washington, were destroyed by fire.

There is a letter at this office for W. E. Fouler.

Poster Printers

H. J. Anderson, of the Enquirer Show Printing Co., of Cincinnati, is President of the Cincinnati Typothetae.

Leon Five, a Frenchman, has patented a new lithographic plate which is manufactured from a paste formed of crushed lithographic stone, albumen, glue and potassium silicate. After being molded, the plates are grained with the sand blast.

Wm. M. Donaldson, President of the Donaldson Lithographing Co., was nominated for Congress Aug. 27 by the Republican Party of the Sixth Congressional District of Kentucky. Mr. Donaldson has been a resident of Campbell County, Ky., all his life, and is well known and expected to run very strong.

The latest press put in by Hennegan & Co. prints a sheet 44x60 inches, in sizes and rolls off 1,500 impressions an hour with no exertion or fuss whatever.

Hennegan & Co. are about crowded out of their present quarters. They have grown so rapidly that the building will not hold them any longer. There is a chance that they will occupy the premises at 127 E. Eighth street, formerly used by the Donaldson Litho Co.

The Herald Litho Co., Erie, Pa., is a new one, and their work is good, especially the whole sheet for Soda Mint Chewing Gum.

The Donaldson Litho Co., of Cincinnati, is now ensconced in its new buildings, but retains offices down town at the old number, 127 E. Eighth street.

Agriculture Building, Trans-Mississippi International Exposition, at Omaha, Neb.

LIST OF 1898 FAIRS.

This list is revised and corrected monthly. Secretaries are urgently requested to send in their dates at the earliest possible moment after they are claimed, and to notify us promptly as to any change. Rosters and dates are published absolutely Free of Charge.

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ALABAMA.

ANNISTON—Oxford Lake Northeast Alabama Fair Association. Oct. 18 to 22. W. F. Higgins, pres.; Dr. T. W. Ayers, secy.; Geo. W. Eichelberger, treas.

ARKANSAS.

CLARSVILLE, ARK.—Johnson County Fair. Oct. 11 to 14. W. R. Rogers, pres.; J. W. Coffman, secy.

PINE BLUFF—Arkansas State Fair. Oct. 18 to 28.

CALIFORNIA.

LOS ANGELES—District Agricultural Association No. 6. Oct. 6 to 22. John C. Lyncn, San Francisco, pres.; Henry T. Fleishman, treas.; Lewis Thorne, secy., 226 S. Spring st.

CONNECTICUT

DANBURY—Danbury Agricultural Society. Oct. 3 to 7. G. W. Rundle, secy.

HARWINTON—Harwinton Agricultural Society. Oct. 4. Thos. Q. Hogan, pres.; Patrick Hogan, jr., treas.; A. W. Buell, secy.

MERIDEN—Meriden Agricultural Society.

STAFFORD SPRINGS—Stafford Spring Agricultural Society. Oct. 5 to 7. C. E. Dennis, pres.; H. S. Abell, treas.; Chas. F. Beckwith, secy.

WLCOTT—Wolcott County Fair. Oct. 12.

FLORIDA.

LAKE CITY—Florida Tobacco Fair Association. October. F. B. Moodie, pres.; Thos. S. Chalker, treas.; S. Botler, Thompson, secy.

GEORGIA.

ANGUSTA—Nov. 28.

HAWKINSVILLE—Nov. 15.

LAWRENCEVILLE—Gwinnett Fair Association. Nov. 1 to 4. W. E. Simmons, pres.; W. G. McNelley, secy.

MACON—Carnival Association. Oct. 11 to 14. E. A. Waxelbaum, pres.; M. H. Taylo, treas.; M. P. Callaway, secy.

MARIETTA—Cobb County Fair Association. Oct. 11 to 14. W. L. Richardson, pres.; John L. Manning, secy.

ROME—Oct. 18.

THOMASVILLE—South Georgia Agricultural and Mechanical Fair Association. Oct. 25. Judge H. W. Hopkins, pres.

VALDOSTA—Nov. 8.

WAYCROSS—Waycross Fair Association. No. 1 to 5. L. Johnson, pres.; Warren Lott, treas.; W. W. Sharpe, secy.

WOODBINE, GA.—Camden County Agricultural Society. Oct. 24 to 29. Mr. Rose, pres.

IDAHO.

BOISE—The Idaho Inter-Mountain Fair Association. Oct. 3 to 8. E. W. Johnson, pres.; J. H. Anderson, treas.; W. S. Walker, secy.

SALUBRIA—Washington County Fair Association. Oct. 13 to 15. I. R. Smith, pres.; R. E. Wilson, treas. and secy.

ILLINOIS.

CARROLLTON—Greene County Fair Association. Oct. 11 to 14. C. W. Holnback, Rockbridge, pres.; B. C. Hodges, treas.; S. E. Simpson, secy.

EDWARDSVILLE—Madison County Farmers' Institute and Street Fair. Oct. 12 to 15. John Stolz, pres.; H. C. Gerke, jr., secy.

GALENA—Galena Fair Association. Oct. 27 to 30. W. T. Hodson, pres.; W. Barner, treas.; Frank Bostwick, secy.

GOLCONDA—Pope County Agricultural Association. Oct. 6 to 8. John R. Smith, pres.; Edward B. Clark, treas.; Barney Phelps, secy.

MATTOON—Mattoon Free Street Fair. Oct. 5 to 8. Frank Kern, pres.; S. M. Owings, treas.; John McNutt, secy.

MURPHRYSBORO—Jackson County Fair. Oct. 11 to 14. P. H. Eisenmayer, pres.; Willard Wall, treas.; J. J. Penny, secy.

PINCKNEYVILLE—Perry County Fair. Oct. 4 to 7. Matthew Rule, pres.; T. L. Wallace, treas.; R. J. Rushing, secy.

SALEM—Marion County Agricultural Board. Oct. 11 to 14. John W. Latimer, pres.; T. S. Marshall, treas.; H. T. Sweney, secy.

SPRINGFIELD—State Fair. Sept. 26 to Oct. 1. J. Irving Pearce, Chicago, pres.; B. H. Brainerd, treas.; W. C. Garrard, secy.

INDIANA.

ANGOLA—Stuben County Agricultural Association. Oct. 4 to 7. Horace H. Van Auken, pres.; Orville Goodale, secy.

BLOOMINGTON — Big Bloomington Fair. Sept. 26 to Oct 1.

BOONVILLE — Boonville Fair Association. Sept. 26 to Oct. 1. Clamor Pelzer, pres.; A. L. Beeler, treas.; S. W. Taylor, secy.

BOURBON—Bourbon Fair Association. Oct. 4 to 7. Geo. D. Ettinger, pres.; L. Johnson, treas.; J. W. Eidson, secy.

DELPHI—Street Fair. Sept. 26 to Oct. 1. Sems Hall, secy.

ROCHESTER — Fulton County Agricultural and Mechanical Association. Sept. 28 to Oct. 1. John W. Black, pres.; A. C. Copeland, treas.; Val Zimmerman, secy.

TERRE HAUTE, IND.—Street Fair. Oct. 10 to 15. A. Z. Foster, pres.; C. C. Oakey, secy.

VINCENNES—Knox County Agricultural and Horticultural Association. Oct. 3 to 8. Isaac Lyons, pres.; Geo. McCoy, treas.; John Burke, secy.

IOWA.

AFTON—Union County Fair. Oct. 4 to 7. M. B. Coltrane, pres.; T. F. Shunk, treas.; H. P. Armitage, secy.

NORTHWOOD—Worth County Fair. Sept. 31 and Oct. 1.

KANSAS.

SALINA—Salina County A., H. & M. Association. Oct. 5 to 7. Thos. Anderson, pres.; H. B. Wallace, secy.

KENTUCKY.

GREENVILLE—County Fair. Sept. 29 to Oct. 1.

GUTHRIE—Guthrie Fair Association. Oct. 19 to 22. Geo. Snadon, secy.

HENDERSON—Stock and Agricultural Fair. Oct. 11 to 16. T. W. Priest, pres.; Jacob Zimbro, Jr., secy.

LOUISVILLE—Louisville Driving and Fair Association. Sept. 26 to Oct. 1. Frank P. Kenney, secy.

OWENSBORO—Davies County Fair. Oct 4 to 8. J. H. Hickman, pres.; P. T. Watkins, treas.; J. W. Carter, secy.

PADUCAH—Paducah Fair and Exposition Association. Oct. 11 to 14. Jas. M Lang, pres., American-German National Bank, treas.; Alex. Kirkland, secy.

LOUISIANA.

ALEXANDRIA—Fair. Oct. 4 to 8. Fred. Seip, pres.; A. Wettermark, Jr., treas.; S. S. Boatner, secy.

BATON ROUGE, LA.—Fair. Oct. 11 to 16.

MAINE.

ACTON—Shapleigh and Acton Counties Fair. Oct. 5 to 7. Frank C. Staples, pres.; Willie Staples, treas.; Fred. K. Bodwell, secy.

MADISON—Agricultural Fair. Oct. 5 to 8. Orlando Walker, pres.; J. M. Hilton, vice pres.; J. F. Withee, secy.; C. A. Wilber, treas.

MADISON BRIDGE—Somerset County Fair. Oct. 5 and 6. J. F. Withee, secy.

TOPSHAM—Sagadahoe Agricultural and Horticultural Society. Oct. 11 to 13. W. B. Kendall, pres., Bowdoinham; L. E. Smith, treas., Brunswick; W. S. Rogers, secy.

MARYLAND.

BEL AIR—Hartford County Agricultural and Mechanical Association. Octobebr 12 to 14. Jas. W. McNabb, secy.

FREDERICK CITY—Frederick County Agricultural Society. Oct. 11 to 14. Chas. W. Hargett, pres.; D. V. Stauffer, treas.; Harry C. Keefer, secy.

HAGERSTOWN — "The Great Hagerstown Fair." Oct. 18 to 21. John W. Stonebraker, pres.; John D. Brewer, treas.; P. A. Witmer, secy.

MASSACHUSETTS.

BROCTON—Brocton Fair. Oct. 5 to 9. Hon. H. W. Robinson, pres.; E. M. Thompson, treas.; Baalis Sanford, secy.

NORTH AMPTON—Hampshire, Franklin and Hampden. Oct. 5 and 6.

MICHIGAN.

ALLEGAN—Allegan County Agricultural Society. Oct. 4 to 7. Ezra Brackett, secy.

ARMADA—Macomb County Fair. Oct. 5 to 7.

BRIGHTON—Brighton Market Fair Association. Oct. 11 to 14. E. A. Ross, Milford, pres.; G. J. Baetcke, treas.; C. E. Beurmann, secy.

CASS CITY—Fair. Oct. 4 to 7. A. H. Ale, secy.

CENTERVILLE—St. Joseph County Agricultural Society. Oct. 4 to 7. W. F. Peck, secy.

CHARLOTTE—Eaton County Agricultural Society. Oct. 4 to 7. Jas. H. Gallery, Eaton Rapids, pres.; Jas. H. Brown, treas.; Geo. A. Perry, secy.

FOWLERVILLE—Fowlerville Agricultural Society. Oct. 4 to 7. E. A. Bush, pres.; D. C. Carr, secy.

HART—Osceana County Agricultural Society. Oct 4 to 7. A. E. Sonter, Shelly, pres.; W. N. Sayles, secy.

HASTINGS—Barry County Fair. Oct. 11 to 14. A. F. Sylvester, pres., Irving; G. W. Bird, treas.; Bedford; R. M. Bates, secy.

IMLAY CITY—Imlay City Agricultural Association Oct. 4 to 6. T. B. Keyworth, pres.; Walter Hoskin, treas.; Frank Rathsburg, secy.

IONIA—County Frir. Oct. 4 to 7.

KALAMAZOO—Street Fair. Oct. 4 to 7. E. S. Rankin, pres.; J. W. Fulford, treas.; C. G. Townsend, secy.

MINNESOTA.

CURRIE—Murray County Agricultural Society. Oct. 6 and 7. W. H. Mellen, pres.; A. Currie, Sr., treas.; Neil Currie, secy.

ST. VINCENT—St. Vincent Union Industrial Association. October. Chas. Clow, pres., Humboldt; A. Gamble, treas.; W. G. Deacon, secy.

WINONA—Winona Street Fair Association. Oct. 5 to 7. E. S. Mead, pres.; Wm. G. Reade, treas.; John Rose, secy.

MISSISSIPPI.

MERIDIAN, MISS.—East Mississippi & West Alabama Fair Association. Oct. 31 to Nov. 5. C. M. Rubush, pres.; H. G. Meyer, treas.; E. J. Gallagher, secy.

NATCHEZ—Natchez Fair Association. Oct. 17 to 22. R. I. Metcalfe, secy.

VICKSBURG—West Mississippi Agricultural, Mechanical and Live Stock Exposition. Oct. 24 to 29. Patrick Henry, pres.; J. A. Conway, treas.; Frank H. Andrews, secy.

MISSOURI.

CAPE GIRARDEAU—Cape Girardeau Fair & Park Association. Oct. 11 to 15. G. C. Thilenius, pres.; E. H. Engelman, secy.

KENNETT—Oct. 19 to 22. Lee Shelton, secy.

MEXICO—Street Fair. October.

POPLAR BLUFF—Butler County Agricultural and Mechanical Association. Oct. 11 to 15. W. S. Randall, pres.; T. F. Ray, treas.; A. Mast, secy.

SPRINGFIELD—Queen City Fair. Sept. 26 to Oct. 1. W. A. Dennis, secy.

SPRINGFIELD—Oct. 4 to 7. H. F. Denton, secy.

ST. LOUIS—State Fair. Oct. 3 to 8. Robt. Aull, pres.; W. M. Lockwood, treas.; Jos. A. Murphy, secy.

NEBRASKA.

BERTRAND—Phelps County Agricultural Society. Oct. 4 to 7. C. C. Gibbons, pres.; A. J. Sandstrom, treas.; F. P. McCormick, secy.

NEW MEXICO.

ALBUQUERQUE—Territorial Fair Association. Oct. 4 to 8. J. E. Saint, secy.

NEW YORK.

BROCKPORT—Brockport Union Agricultural Society. Sept. 28 to Oct. 1. Elias Garrison, pres.; Robt. C. Hull, treas.; Geo. B. Harmon, secy.

DUNDEE—Dundee Fair Association. Oct. 4 to 6. Andrew Harpending, pres.; O. J. Watson, treas.; O. J. Bigelow, secy.

HEMLOCK—Hemlock Lake Union Agricultural Society. Oct. 4 and 5. R. R. Short, secy.

LUMBERTON—Robeson County Fair. Nov. 2 to 4. Geo. B. McLeod, pres.; Frank treas., Indian Fields; P. R. whitbeck, Indian Fields, N. Y., secy.

WHITE PLAINS—Society of Agriculture and Horticulture of Westchester County. Sept. 26 to Oct. 1. Jas. Hopkins, pres., Armonk; Joseph B. Lee, treas.; Edwin B. Long, secy.

NORTH CAROLINA.

LUMBERTON—Robeson County Fair. Oct. 24 to 26. Geo. B. McLeod, pres.; Frank Gough, secy.

FAYETTEVILLE—Cumberland County Agricultural Society. November. Walter Watson, pres.; G. W. Lawrence, treas.; G. W. Lawrence, secy.

RALEIGH—North Carolina Agricultural State Fair. Oct. 24 to 29. John L. Cunningham, pres., Cunningham; John Nicnols, treas.; John Nichols, secy.

ROCKY MOUNT, S. C.—Rocky oMunt Fair Association. Nov. 2 to 4. J. M. Sherrod, pres.; J. L. Arrington, secy.-treas.

WINSTON—Piedmont Tobacco Fair Association, Nov. 2 to 4. A. B. Gorsell, pres.; T. L. Vayhes, treas.; G. E. Webb, secy.

OHIO.

ADA—Ada Tri-County Fair. Oct. 4-7. John P. Connor, pres.; M. E. Cunningham, treas.; Agnew Welsh, secy.

AKRON—Summit County Agricultural Society. Oct. 4-7. M. L. Sprankle, pres.; G. W Brewster, treas.; Albert Hale, secy.

BELLEFONTAINE—Logan County Agricultural Association. Oct. 4-7. David Fuson, Logansville, pres.; C. L. Rogers, Degraff, treas.; E. Pat Chamberlain, secy.

BOWLING GREEN—Wood County Agricultural Society. Sept. 26 to Oct. 1. Moses A. Mathing, Custer, pres.; E. B. Bowerstock, treas.; W. S. Haskell, Bowling Green, secy.

CADIZ—Harrison County Agricultural Society. Oct. 5-7. C. R. Tipton, pres.; S. R. Hamilton, treas.; J. G. Millikin, secy.

COSHOCTON—Coshocton Agricultural Association. Oct. 11 to 14. Ed. M. Hanlon, pres.; Corwin McCoy, treas.; Robt. Boyd, secy.

DAYTON—County Fair. Oct. 4 to 7. J. McLain Smith, pres.; Samuel Wampler, treas.; W. J. Ferguson, secy.

FINDLAY—Hancock County Agricultural Society. Oct. 12 to 15. W. A. Williamson, Mt. Cory, pres.; Geo. P. Jones, treas.; M. C. Green, Mt. Blanchard, secy.

FREMONT—Sandusky County Fair. Oct. 4 to 7. W. J. Smith, pres.; Wm. Gabel, treas.; J. C. Overmeyer, secy.

GEORGETOWN—Brown County Fair. Oct. 4 to 7. V. K. Thompson, pres.; Ben B. Whiteman, treas.; J. W. Hedrick, Russellville, secy.

GREENSBURG—Greensburg Street Fair. Oct. 3 to 8.

HAMILTON—Butler County Fair. Oct. 3 to 7. J. A. Slade, pres.; L. M. Larsh, treas.;

LANCASTER—Fairfield County Agricultural Society. Oct. 12 to 15. Daniel Arumley, pres.; C. B. Whiley, treas.; W. T. McClenoghan, secy.

MARYSVILLE—Union County Agricultural Society. Oct. 4 to 7. Dr. T. B. Shields, pres., Watkins; C. S. Chapman, treas.; E. W. Porter, secy.

MT. GILEAD—Morrow County Agricultural Society. Oct. 4 to 7. C. D. Russell, pres.; J. G. Rusell, treas.; O. J. Miller, secy.

NEW COMERSTOWN—C. O. D. Fair. Oct. 5 to 7. R. L. Shoemaker, secy.

OTTAWA—Putnam County Fair. Oct. 4 to 8. A. L. Paul, pres.; C. H. Rice, treas.; A. P. Sandles, secy.

RANDOLPH—Portagello Fair. Sept. 30 to Oct. 1.

RICHWOOD—Tri-County Fair. Oct. 11 to 14. J. H. Bechtol, pres.; Robt. Smith, treas.; J. E. Robinson, secy.

RUSSELLVILLE—Grangers' Fair. Oct. 13. Dum & Sampson, Ripley, O., managers; A. C. Miller, secy.

UPPER SANDUSKY—Wyandot Agricultural Society. Oct. 4 to 7. E. R. Larcomb, pres.; Henry Kear, treas.; Oscar Billhardt, secy.

ZANESVILLE—Street Fair. 3d week June, 1899.

OKLAHOMA.

GUTHRIE—The Oklahoma State Fair Association. Oct. 3 to 8. W. H. Cayle, pres.; W. H. Gray, treas.; F. H. Greer, secy.

OKLAHOMA CITY—Free Street Fair. Oct. 10 to 15. E. E. Brown, secy.; W. W. Storm, pres.; A. J. Henthorn, treas.

OREGON.

LA GRANDE—District Agricultural Society. Oct. 10 to 17. Ben Brown, pres.; Fred. J. Holmes, secy.

THE DALLES—Second Eastern Oregon District Fair. Oct. 18 to 22. J. O. Mack, secy.

PENNSYLVANIA.

BLOOMSBURG—Columbia County Agricultural Society. Oct. 12 to 15. R. W. Smith, pres., Mifflinville; Jas. C. Brown, treas.; A. N. Yost, secy.

BURGETTSTOWN—Union Agricultural Association. Oct. 4 to 6. W. W. Pyles, pres.; Dinsmore; W. B. Linn, treas.; Wm. Melvin, secy., S. Burgettstown.

FORKSVILLE—Sullivan County Fair. Oct. 4 to 6.

HUGHESVILLE—Muncy Valley Farmers' Club. Sept. 28 to Oct. 1.

MILTON—Milton Driving Park and Fair Association. Oct. 4 to 7. I. A. Eschbach, pres.; M. H. Barr, treas.; Edwin Paul, secy.

MONTROSE—Susquehanna County Agricultural Society. Oct. 4 and 5. W. A. Titsworth, secy.

NAZARETH—Northampton County Agricultural Society. Oct. 4 to 7. Frank T. Gernet, pres.; J. R. Reinheimer, treas.; J. J. Mans, secy.

READING—Berks County Agricultural and Horticultural Society. Oct. 4 to 7. Cyrus T. Fox, secy.

SOUTH CAROLINA.

CHERAW—Cheraw County Agricultural Association. Nov. 23 to 25. R. C. Watson, pres.; J. F. McInlyse, treas.; T. S. Gregory, secy.

COLUMBIA—State Agricultural and Mechan. Society of South Carolina. Nov. 7 to 11. T. J. Cunningham, Chester, pres.; Geo. H. Huggins, treas.; Thos. H. Halloway, Pomaria, secy.

LEXINGTON C. H.—Lexington County Fair. Oct. 26 to 28.

WOODRUFF, S. C.—Woodruff FaFir. Oct. 27 and 28. L. H. Irby, secy.

WOODRUFF, S. C.—Woodruff Stock Show. Oct. 27 and 28.

TENNESSEE.

BRISTOL—Carnival and Street Fair. Oct. 5 to 7.

BROWNSVILLE—Haywood County Fair Association. Oct. 11 to 13. W. R. Holbrook, secy.

CLARKSVILLE—Montgomery County Fair. Oct. 12 to 15.

DYERSBURG—Dyer County Fair Association. Oct. 11 to 15. T. C. Gordon, pres.; J. H. Dubose, secy.

TEXAS.

BROWNWOOD—Brown County Stock Fair. Nov. 11 and 12. C. H. Woodard, pres.; Will H. Mayes, secy.

BROWNWOOD—Grand Harvest Carnival. Oct. 3 to 5. Brook Smith, pres.; Will H. Mayes, manager; Prof. Carl Vincin, secy.

DALLAS—Texas State Fair and Dallas Exposition Association. Oct. 1 to 16. H. H. Gaston, pres.; J. B. Adone, treas.; Sydney Smith, secy.

DALLAS—Afro-American Fair. Oct. 1 to 16. Prof. N. W. Harllee, pres.

GROESBECK—Limestone County Fair Association. Nov. 9 to 12. G. V. McClintic, pres.; M. H. Clark, treas.; S. D. Bugg, secy.

HOUSTON—Afro-American Fair and Interstate Exposition. Sept. 1 to Nov. 30. Bishop A. Grant, pres.; F. I. Richardson, secy.

JACKSBORO—Jack County Fair Association. Sept. 26 to Oct. 1. W. R. Green, pres.; Sil Stark, treas.; H. A. Wills, secy.

MARQUEZ—Leon County Stock and Agricultural Fair. Oct. 26 to 28. W. E. Powell, pres.; F. M. Amos, treas.; Dr. E. O. Boggs, secy.

PALESTINE—East Texas Fair and Driving Park Association. Nov. 16 to 19. J. W. Ozment, pres.; W. C. Gorman, treas.; Thos. Hall, Box 86, secy.

VICTORIA—Southern Texas Fair Association. Nov. 8 to 11. L. D. Heaton, pres.; Theo. Buhler, treas.; L. N. Hofer, secy.

Q. NERVIONE

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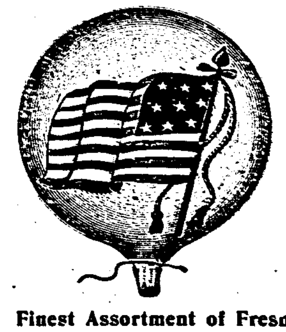

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VIRGINIA.

KILMARNOCK—Chesapeake County Fair. Nov. 3 to 5.
NORFOLK—Virginia State Fair and Agricultural Association. Oct. 4 to 8. John Mariner, pres.; R. S. Cromwell, treas.; W. E. Dillon, secy.
WINCHESTER—Shenandoah Valley Agricultural Society. Oct. 11 to 14. C. B. Rouse, 459 Broadway, New York City, pres.; P. C. Grone, treas.; E. G. Hollis, secy.

WASHINGTON.

COLFAX, WASHINGTON—Whitman County Fruit & Agricultural Fair. Oct. 18 to 22. Ben. Bergunder, pres.; A. J. Davis, treas.; Geo. H. Lennox, secy.
MT. VERNON—Skagit County Horticultural Society. Oct. 6 to 8. Capt. D. F. Decatur, pres.; E. K. Matlock, secy.-treas.
NORTH YAKIMA—Washington State Fair Association. Sept. 26 to Oct. 1. J. M. Baxter, pres.; Wm. Lee, sr., treas.; Dr. T. B. Gunn, secy.
SPOKANE—Spokane Fruit Fair. Oct. 4 to 15. John A. Finch, pres.; Howell W. Peel, treas.; H. Bolster, secy. and manager.

WISCONSIN.

ELLSWORTH—Oct. 4 to 6. E. S. Doolittle, secy.
JEFFERSON—Oct. 4 to 7. J. L. Kearney, secy.
SEYMOUR—Seymour Fair and Driving Park Association. Sept. 29 to Oct. 1. Peter Tubbs, pres.; Wm. Michelstetter, treas.; H. J. Van Vuren, secy.
WEST BEND—Oct. 4 to 6. Jos. Ott, secy.

CANADA.

BEAUTIFUL PLAINS, (Neepawa)—Oct. 11 and 12.
CRYSTAL CITY—Oct. 1.
DAUPHIN—Oct. 5.
DUFFERIN, (Carman)—Oct. 6 and 7.
ELKHORN—Oct. 2 to 8.
GILBERT PLAINS—Oct. 1.
GLENWOOD, (Souris)—Oct. 12 and 13.
KILDONAN—Oct. 4 and 5.
MARKHAM, ONT.—East Riding of York and Markham Agricultural Society. Oct. 5 to 7. G. R. Vanzant, pres.; W. H. Hall, secy. and treas.
MINNEDORA, MAN.—Minnedora Electoral Division Agricultural Society. Oct. 6. T. A. Cuddy, secy.-treas.
NEW WESTMINSTER, B. C.—Provincial and International Exposition of the Royal Agricultural and Industrial Society of British Columbia. Oct. 5 to 13.
NEEPAWA, MAN.—Beautiful Plains Agricultural Society. Oct. 11 and 12. G. S. McGregor, pres.; J. Wemyss, secy.-treas.
NORFOLK, (Austin)—Oct. 5.
OTTERVILLE—South Oxford and South Norwich Exhibition. Oct. 7 and 8. Alex. McFarlane, secy.
PETERSBOROUGH, ONT.—Petersborough Central Exposition. Sept. 29 to Oct. 1. Geo. W. Fitzgerald, pres.; W. J. Green, secy. and treas., Box 181.
PILOT MOUND—Exhibition. Oct. 4 and 5. T. Steadman, secy.-treas.
RAPID CITY—Oct. 7.
ROCKTON, CANADA—"World's" Fair. Oct. 11 and 12.
ROCKWOOD—Rockwood Fair. Oct. 11 and 12.
SAULT STE. MARIE, ONT.—Annual Sale Exhibition. Oct. 4 and 5. Wm. Brown, secy.
SELKIRK—St. Andrews Agricultural Society. Oct. 5 and 6. Geo. Kingsley, pres.; F. R. Glenwood, secy.-treas.
SIMCOE, ONT.—Norfolk Union Fair. Oct. 11 to 13. D. B. Palmerton, pres.; J. Thos. Murphy, secy. and treas.
STAYNER, ONT.—Stayner Industrial Association. Oct. 3 to 5. W. B. Sanders, pres.; J. Wilcox, treas.; Archie Hill, secy.
ST. ANDREWS, (Selkirk)—Oct. 5 and 6.
SUTTON, CANADA—Sutton Fair. Oct. 13 and 14.
TILSONBURG, ONT.—Oct. 4 to 5. D. T. Smith, pres.; Thos. Brown, secy.
TURTLE MOUNTAIN, (Boissevain)—Oct. 13 and 14.
VIRDEN—Dennis County Fair. Oct. 11 and 12. A. G. McDougall, secy.-treas.
WOODBRIDGE, ONT.—Woodbridge Fair. Oct. 18 and 19. Thos. F. Wallace, secy.
WOODSTOCK—North Riding of Oxford, Blandford and East Oxford Agricultural Society. Oct. 3 to 5. A. R. Patullo, pres.;

Horse Shows.

BROCKTON, MASS.—Brockton Fair Association Horse Show. Oct. 6 and 7. F. M. Ware, manager.
LOS ANGELES, CAL.—Horse Show. January, 1899.
NEW YORK CITY—National Horse Show Association, Madison Square Garden. November.
OMAHA, NEB.—Live Stock Show. Oct. 3 to 30.
ST. LOUIS, MO.—St. Louis Horse Show. Oct. 31 to Nov. 5. John R. Gentry, manager.

Food Shows.

PHILADELPHIA, PA.—Food Exposition. Armory of Second Regiment. Wm. Smedley, secy., 148 Tenth st. Nov. 7 to 26.

Dog Shows.

BRAINTREE, VT.—New England Kennel Club. Oct. 14 and 15.
DALLAS, TEX.—Bench Show. Texas State Fair Association. Sydney Smith, secy. Oct. 1 to 16.

Poultry Shows.

ASHLAND, O.—Ashland Poultry Association. H. A. Mykrautz, secy. Dec. 28 to 31.
ASHLEY, O.—Ashley Poultry & Pet Stock Association. W. T. Linn, secy. Nov. 21 to 26.
AURORA, O.—Hamilton County Poultry Show. Dec. 15 to 17.
AUSTIN, TEX.—Austin Poultry and Pet Stock Association. Wm. H. Salge, secy. Jan. 10 to 13, 1899.
AVON, ILL.—Military Tract Poultry Association. Geo. E. Simmons, secy. Nov. 29 to Dec. 2.
BARRE, VT.—Granite City Poultry, Pigeon & Pet Stock Association. C. W. McMillan, jr., secy. Dec. 27 to 29.
BELLEFONTAINE, O.—Poultry Show. Robt. Roberts, secy. Dec. 19 to 24.
BENNINGTON, KAS.—Ottawa County Poultry Association. Mrs. D. Collister, secy. Nov. 28 to 30.
BELOIT, KAS.—Mitchell County Poultry Association. A. Whitney, secy. Dec. 6 to 10.
BIRMINGHAM, ALA.—Dec. 1898. J. H. McCaffrey, pres.
BLOOMINGBURG, O.—Bloomingburg Poultry Association. Earl Shaw, secy. Dec. 12 to 17.
BLOOMINGTON, ILL.—Bloomington Poultry Association. J. E. White, secy. Dec. 26 to 30.
BLUFFTON, O.—Consolidated Poultry and Pet Stock Association. D. J. Kohle, secy. Dec. 28 to Jan. 3.
BOONVILLE, IND.—Southwestern Indiana Poultry Club. W. J. Hargrave, secy. Jan. 4 to 7, 1899.
BOSTON, MASS.—Boston Poultry Association. Arthur R. Sharp, secy., Taunton, Mass. Jan. 19 to 23, 1899.
BROCKTON, MASS.—Brockton Poultry Association. W. H. Adams, secy. Nov. 30 to Dec. 3.
BUNKER HILL, IND.—Bunker Hill Poultry Association. S. M. Newby, secy. Dec. 7 to 10.
BUFFALO, N. Y.—Buffalo Poultry Association. Jan. 2 to 7, 1899. E. C. Pease, secy.
CANTON, O.—Canton Poultry and Pigeon Association. J. H. Leeton, secy. Jan. 3 to 6, 1899.
CAINESVILLE, MO.—Cainesville Poultry Association. Mrs. R. O. Woodward, secy. Nov. 14 to 16.
CARC, MICH.—Dec. 21 to 27. F. H. Watson, secy.
CAREY, O.—Carey Fancy Breeders' Club. W. S. Payne, secy. Jan. 16 to 20, 1899.
CEDAR FALLS, IA.—Cedar Falls Poultry Association. H. W. Conrad, secy. Dec. 15 to 17.
CEDAR RAPIDS, IA.—Western Poultry Fanciers' Association. C. H. Playter, secy. Jan. 16 to 21, 1899.
CHICAGO, ILL.—Illinois State Poultry Association and National Fanciers' Association. Jan. 9 to 14, 1899.
CLEVELAND, O.—Northern Ohio Poultry and Pet Stock Association. L. R. Hunt, secy. Dec. 7 to 15.
CLINTON, MASS.—Clinton Poultry Association. E. J. Harris, secy. Dec. 13 to 16.
CLINTON, MO.—S. W. Missouri Poultry Association. Dr. S. T. Neill, secy. Oct. 5 to 8.
COLORADO SPRINGS, COL.—Pike's Peak Poultry Association. Ed. D. Frock, secy. Dec. 28 to 31.
COLUMBUS, O.—Poultry and Pet Stock Show. J. C. Rowe, secy. Feb., 1899.
COTTONWOOD FALLS, KAS.—Chase County P. Association. C. M. Rose, secy. Dec. 27 to Jan. 1.
CRESTLINE, O.—Crestline Fanciers' Association. Nov. 15 to 19.
CRETE, NEB.—Blue Valley Poultry Association. Geo. H. Trout, secy. Jan. 3 to 6, 1899.
DALLAS, TEX.—Texas State Fair Association. Sydney Smith, secy. Oct. 1 to 16.
DANBURY, CONN.—Jan. 4 to 6, 1899. Fred. Borman, secy.
DAVENPORT, IOWA—State Poultry Show. J. B. Voss, secy. Jan. 2 to 7, 1899.
DENVER, COL.—Colorado State Poultry Association. Chas. A. Watson, secy. Jan. 16 to 21, 1899.
DETROIT, MICH.—Michigan State Poultry and Pigeon Association. F. W. McKenzie, secy., Concord, Mich. Jan. 4 to 10. 1899.
DIXON, ILL.—Dixon Poultry Association. H. V. Bardwell, secy. Dec. 6 to 10.
DOWAGIAC, MICH.—Cass County Poultry, Pigeon & Pet Stock Association. E. E. Allger, secy. Dec. 13 to 16.
ELDORADO, KAS.—Butler County Poultry Association. C. H. Pattison, secy. Dec. 20 to 23.
ELMIRA, N. Y.—Elmira Poultry Association. E. W. Andrews, secy. Jan. 17 to 21, 1899.
ERIE, ILL.—Whiteside County Poultry Association. C. W. McCall, secy. Dec. 19 to 24.
ESSEX, MASS.—Essex County Poultry Association. A. W. Tyler, secy. Jan. 3 to 6, 1899.
FALL RIVER, MASS.—Poultry Show. John Crowther, secy. Dec. 7 to 10.
FITCHBURG, MSAS.—Fitchburg Poultry and Pet Stock Association. Edw. B. Curtis, secy. Dec. 19 to 24.
FORT PLAIN, N. Y.—Mohawk Valley Poultry and Pet Stock Association. Dec. 11 to 14. J. H. Fuller, secy.
GARDEN CITY, KAS.—Garden City Poultry and Pet Stock Association. Sept. 13 to 16. A. S. Parson, secy.
GLASCO, KAS.—Glasco Poultry Association. M. E. Potts, secy. Jan. 5 to 7, 1899.
GRAND RIDGE, ILL.—Grand Ridge Poultry Association. T.E. McMullan, secy. Jan. 3 to 6.
GREELEY, COL.—Poudre Valley Poultry Association. C. R. Beckley, secy. Dec. 26 to 29.
HAGERSTOWN, MD.—Oct. 18 to 21. John L. Cost, supt.
HAMILTON, VA.—Old Virginia Poultry & Pigeon Association. R. J. N. Reid, secy. Nov. 2 to 4.
HAMPTON, IA.—Northern Iowa Poultry Association. C. W. Brotherton, secy. Nov. 23 to 26.
HARTFORD, CONN.—Poultry Show. F. M. Merritt, secy. Dec. 5 to 10.
HAVERHILL, MASS.—Merrimac Valley Poultry Association. Geo. G. Greenman, secy. Dec. 22 to 30.
HENRY, ILL.—Illinois Valley Poultry Association. R. Freece Burt, secy. Jan. 31 to Feb. 3.
HUTCHISON, KAN.—Hutchison Poultry Association. Geo. C. Reitz, secy. Dec. 20 to 24.
HOOPESTON, ILL.—Hoopeston Poultry Association. F. H. Ayres, secy. Dec. 12 to 17.
INDIANAPOLIS, IND.—State Poultry Association. Thos. W. Pottage, secy. Jan. 9 to 14, 1899.
INDEPENDENCE, MO.—Independence Poultry Association. Wm. Bostain, secy. Nov. 30 to Dec. 3.
JACKSONVILLE, ILL.—Central Illinois Poultry Association. Chas. Reynolds, secy. Dec. 19 to 24.
JOHNSTOWN, N. Y.—Adirondack Poultry and Pet Stock Club. Nov. 23 to 26. H. J. Quilhot, secy.
KALAMAZOO, MICH.—Kalamazoo Poultry Association. Nov. 29 to Dec. 2. C. W. King, secy.
KINGFISHER, OKLAHOMA—Central Oklahoma Poultry Association. H. F. Stephenson, secy. Jan. 16 to 21.
KINGSTON, MO.—Northwest Missouri Poultry Association. R. V. Glenn, secy. Nov. 24 to 26.
KEOTA, IA.—Keota Fanciers' Association. W. S. Gregory, secy. Nov. 16 to 18.
LA MOILLE, ILL.—Poultry, Pigeon & Pet Stock Association. E. A. Reed, secy. Dec. 6 to 9.
LANSING, MICH.—Central Michigan Poultry, Pigeon & Pet Stock Association. Chas. H. Crane, secy. Dec. 26 to 29.
LA PLATA, MO.—Northern Missouri Poultry Association. E. M. Durham, secy. Nov. 29 to Dec. 2.
LE MARS, IA.—Plymouth County Poultry and Pet Stock Association. G. A. C. Clark, secy. Jan. 24 to 27, 1899.
LINCOLN, ILL.—Logan County Poultry and Pet Stock Association. Jan. 10 to 13, 1899. F. A. Hickman, secy.
LINCOLN, NEB.—Nebraska State Poultry Association. E. A. Pegler, secy. Jan. 15 to 21, 1899.
LITTLE ROCK, ARK.—Arkansas State Poultry Association. W. H. Westbrook, Pine Bluff, Ark., secy. Jan. 10 to 14, 1899.
LOGANSPORT, IND.—North Central Indiana P. Association. Sol. D. Brant, secy. Jan. 18 to 25.
LOUISVILLE, KY.—Kentucky State Poultry Association. W. J. Druien, secy. Jan. 16 to 21, 1899.
LOUISVILLE, KY.—Poultry Show. W. H. Adams, secy. Nov. 30 to Dec. 3.
MACOMB, ILL.—McDonough County Poultry Association. Chas. W. Griffin, secy. Dec. 12 to 17.
MANHATTAN, KAS.—Manhattan Poultry Association. S. J. Norton, secy. Dec. 1 to 3.
MASON CITY, IOWA—Cerro Gordo County Poultry & Pet Stock Association. John D. Reeler, secy.
McCOOK, NEB.—McCook Poultry Association. J. S. Le Hew, secy. Feb. 6 to 9, 1899.
MEMPHIS, TENN.—Mississippi Valley Poultry Association. Jan. 3 to 7, 1899. C. R. Barr, 194 2d st., secy.
MEXICO, MO.—Missouri S. P. Association. Emma T. Foster, Borland, Mo., secy. Dec. 13 to 17.
MIAMISBURG, O.—Nov. 29 to Dec. 5. Anthony Herzog.
MILFORD, MASS.—Norfolk County Poultry Association. W. A. Pyne, secy. Dec. 13 to 16.
MILFORD, N. H.—Milford Poultry and Pet Stock Association. E. B. Burns, secy. Jan. 10 to 13, 1899.
MILLBROOK, O.—Dec. 20 to 24, 1898. C. F. Palmer, secy.
MONTGOMERY CITY, MO.—Montgomery City Poultry Association. Miss Lou Barker, secy. Nov. 17 to 19.
NASHVILLE, TENN.—Nashville Poultry Association. J. M. Hopkins, secy. Jan. 10 to 14.
NEW ALBANY, IND.—Southern Indiana Poultry Association. Frank Heck, secy. Jan. 2 to 7.
NEWBURG, N. Y.—Wallkill Valey Poultry, Pigeon and Pet Stock Association. W. Q. Minturn, secy., Warwick, N. Y. Jan. 17 to 19, 1899.
NEW HAVEN, CONN.—New Haven Poultry Association. M. S. Kirkwood, secy. Dec. 28 to 31.
NEW LONDON, CONN.—Eastern Connecticut Poultry Association. C. B. Smith, secy. Dec. 14 to 17.
NEW ORLEANS, LA.—Louisiana P., P. S. Association. Geo. A. Eyrich, box 714, sta. C., New Orleans, La., secy. Feb. 11 to 15, 1899.
NEW YORK, N. Y.—New York Poultry and Pigeon Association. H. V. Crawford, secy., Montclair, N. Y. Jan. 31, Feb. 4, 1899.
NORTH MANCHESTER, IND.—North Manchester Poultry Association. Jan. 8 to 14.
NORTH YAKIMA, WASH.—Poultry Show. Harry H. Collier, secy. Sept. 26 to Oct. 1.
OAKLAND, CAL.—Oakland Poultry Association. F. A. Boswell, secy., Lorin, Cal. Dec. 5 to 10.
OKLAHOMA CITY, O. T.—Oklahoma State Poultry Association. Jan. 2 to 6, 1899. L. F. Laverty, secy., Guthrie, O. T.
OMAHA, NEB.—Nebraska Poultry Association. E. A. Pegler, secy., Lincoln, Neb. Sept. 19 to Oct. 1.
OSKALOOSA, IA.—Iowa State Poultry Association. C. C. Harris, secy. Jan. 2 to 7, 1899.
OTTAWA, KAS.—Franklin County Poultry & Pet Stock Association. L. L. Porter, secy. Jan. 17 to 20.
OXFORD, O.—Oxford Poultry Association. Harry D. Gatla, secy. Dec. 5 to 9.
PAINESVILLE, O.—Painesville Poultry, Pigeon and Pet Stock Association. Jan. 23 to 26, 1899. C. W. Hadden, secy.
PALMYRA, ILL.—Palmyra P. Club. S. A. Rigg, secy. Dec. 20 to 24.
PAXTON, ILL.—Central Eastern Illinois Poultry Association. E. B. Pitney, secy. Nov. 29 to Dec. 2.
PEORIA, ILL.—Peoria Feathered Stock Association. V. Dewein, secy. Dec. 28 to Jan. 2.
PORTLAND, MICH.—Portland P. & P. S. Association. J. C. Hathaway, secy. Nov. 29 to Dec. 2. Dec. 5 to 10.
PRINCETON, ILL.—Northern Central Illinois Poultry Association. Dec. 12 to 16. S. S. Smith, secy.
PROPHETSTOWN, ILL.—Rock River Poultry Association. D. L. Woodard, secy. Dec. 6 to 10.
PROVIDENCE, R. I.—Rhode Island Poultry Association. H. S. Babcock, secy. Dec. 14 to 17.
RIVER POINT, R. I.—Rhode Island Poultry Association. H. S. Babcock, secy. Dec. 14 to 17.
ROACHDALE, IND.—Indiana Fanciers' Association. D. H. Harshberger, secy. Dec. 20 to 24.
ROCKINGHAM, VT.—Connecticut River Valley Poultry Association. Nat. L. Divall, secy. Dec. 20 to 22.
ROCHESTER, N. Y.—Rochester Fanciers' Club. W. O. Ingle, secy. Jan. 9 to 13, 1899.
ROCKFORD, ILL.—Northern Illinois Poultry Association. H. S. Crandall, secy. Dec. 26 to 31.
ROCK ISLAND, ILL.—Western Illinois Poultry & Pet Stock Association. Chas. F. Kammerer, secy.
SEDGEWICK, KAS.—Harvey County P. Association. W. M. Congdon, secy. Dec. 5 to 10.
SIBLEY, ILL.—Sibley Poultry Association. W. B. Harvey, secy. Jan. 4 to 9, 1899.
SOUTH BEND, IND.—South Bend Poultry and Pigeon Association. Fred F. Willis, secy. Dec. 19 to 24.
SOUTH FRAMINGHAM, MASS.—Middlesex Poultry Fanciers' Association. C. H. B. Chapin, secy. Dec. 6 to 9.
SPOKANE, WASH.—Spokane Poultry Association. John L. Mercer, secy. Jan. 24 to 28, 1899.
SPRINGFIELD, ILL.—Sangamon County Poultry, Pigeon and Pet Stock Association. Jan. 24 to 26, 1899. Ward G. Murray, secy.
SPRINGFIELD, O.—Springfield Fanciers' Association. W. H. Holmes, secy. Dec. 26 to 31.
ST. CLAIRSVILLE, O.—Poultry Show. J. W. Riley, secy. Dec. 20 to 24.
ST. LOUIS, MO.—Poultry Show. Henry Steinmesch, pres. Dec. 12 to 17.
STOCKTON, KAS.—Rooks County Poultry Association. N. H. Neber, secy. Jan. 2 to 5, 1899.
SUNBURY, O.—Delaware Country Poultry Association. A. R. Letts, secy. Dec. 6 to 9.
SYCAMORE, OHIO—Sycamore Poultry Association. Dec. 14 to 17. Earl R. Williams, secy.
TACOMA, WASH.—Poultry Show. Jan. 31 to Feb. 4, 1899. C. C. Johns, secy.
TACOMA, WASH.—State Fair Poultry Show. Harry H. Collier, secy.
THORNTON, IND.—Indiana Central Poultry Association. W. W. Haller, secy. Dec. 19 to 24.
TOLEDO, O.—Toledo Fanciers' Association. F. C. Shepherd, secy. Dec. 15 to 21.
TOPEKA, KAS.—Kansas State Poultry Association. J. W. F. Hughes, secy. Jan. 9 to 14.
TORONTO, ONT. CAN.—Poultry Show. Jan. 9 to 15, 1899.
TROY, N. Y.—Hudson Valley Poultry, Pigeon and Pet Stock Association. Dec. 6 to 9. W. T. Lord, secy.
UTICA, N. Y.—Poultry Association. W. J. B. Williams, secy. Holland Patent, N. Y. Jan. 25 to 31.

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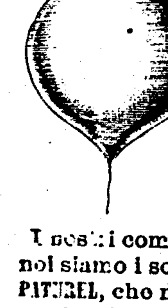

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VILLISCA, IA.—Nodaway Poultry Association. J. Ewise, secy. Nov. 21 to 23.
WASHINGTON COURT HOUSE, O.—Southern Ohio P. Association. W. R. Dalby, secy. Feb. 7 to 11, 1899.
WASHINGTON, D. C.—National Poultry and Pigeon Association. Geo. E. Howard, secy. Jan. 10 to 14, 1899.
WAUPACA, WIS.—Central Wisconsin Poultry Association. January, 1899. W. R. Claussen, pres.
WENONA, ILL.—Wenona Poultry Association. L. D. Brown, secy. Dec. 5 to 8.
WEST CHESTER, PA.—West Chester Poultry and Pigeon Association. E. S. Hickman, secy., Cheyney, Pa. Dec. 14 to 17.
WEST LIBERTY, IA.—West Liberty Poultry Association. A. H. Floyd, secy. Dec. 12 to 15.
WICHITA, KAS.—Arkansas Valley Poultry Association. Mrs. H. P. Swerdfeger, secy. Dec. 13 to 19.
WILMOT, O.—Poultry Show. Dec. 19 to 21. W. H. Raff, Beach City, O., secy.
WINONA, MINN.—Winona Poultry Association. Henry Hess, secy. Jan. 24 to 28, 1899.
WOOSTER, O.—Dec. 20 to 24, 1898. C. F. Palmer, secy.
WORCESTER, MASS.—Central Massachusetts Poultry Club. C. A. Ballou, secy. Jan. 5 to 8, 1899.
XENIA, O.—Southwestern Ohio Poultry and Pigeon Association. A. G. Spahr, secy. Dec. 20 to 24.
YOUNGSTOWN, O.—Youngstown Poultry, Pigeon and Pet Stock Association. E. N. Sinon, secy. Dec. 20 to 24.
YPSILANTI, MICH.—Ypsilanti Poultry Association. Dec. 29 to 31, 1898. Geo. M. Gaudy, secy.
ZANESVILLE, O.—Muskingum Valley Poultry Association. Dec. 7 to 10. C. U. Shryock, secy.

Expositions.

CINCINNATI, O.—Pure Food Exposition. Nov. 7 to 27, 1898. Cincinnati Retail Grocers' Association; office, 70-71 Mitchell Bldg, Cincinnati, O.
DALLAS, TEX.—Dallas Exposition Association. Sydney Smith, secy. Oct. 1 to 16.
GREENSBORO, N. C.—Industrial & County Exhibit. Aug. 1 to 4, 1899. H. J. Elam, secy.
LONDON, ENG.—Earl's Court. Imre Kiralfy's Universal Exhibition. May to October, 1898.
MILWAUKEE, WIS.—Industrial Exposition. Sept. 10 to Oct. 5.
NIAGARA FALLS, N. Y.—Pan-American Exposition, 1899. R. C. Hill, secy.
OAKLAND, CAL.—Oakland Exposition. Nov. 12 to Dec. 3, 1898. George Roeth, Oakland, Cal., secy.; J. W. Nelson, pres.
OMAHA, NEB.—Trans-Mississippi and International Exposition, June 1-Nov. 30, 1898.
PETERBORG, CANADA—Peterborg Central Exhibition. W. J. Green, Box 181, secy. Sept. 29 to Oct. 1.
PHILADELPHIA, PA.—Exposition of American Manufacturers', 1899. Dr. Wm. Pepper, chairman.
PITTSBURG, PA.—Exposition, Sept. 7 to Oct. 22.
SAN FRANCISCO, CAL.—Semi-Centennial Exposition. Winter, 1901.
WINSTON, N. C.—Tobacco Exhibition. November, first week.

Races.

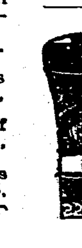
BELLEFONTAINE, O.—Oct. 4 to 7.
BLOOMSBURG, PA.—Oct. 12 to 15.
BURGETTSTOWN, PA.—Oct. 4 to 6.
CLEVELAND, O.—Valley Racing Association. Oct. 11 to 13.
CORSICANA, TEXAS—Oct. 26 to 29. T. D. Hightower, secy.
DALLAS, TEX.—Texas State Fair Association. Sydney Smith, secy. Oct. 1 to 16.
DANBURY, CONN.—Oct. 3 to 8.
DAYTON, O.—Oct. 4 to 7.
FREEPORT, ILL.—Trotting Association. Oct. 4 to 7.
GALESBURG, ILL.—Four Weeks' Meeting. Oct. 3 to 31. C. W. Williams, Galesburg, Ill., secy.
GROESBECK, TEXAS—Nov. 9 to 12. S. D. Bugg, secy.
HAGERSTOWN, MD.—Oct. 18 to 21.
HOT SPRINGS, ARK.—Winter Racing Circuit. December, 1898.
HOUSTON, TEXAS—Oct. 31 to Nov. 5. W. S. Foote, secy.
LA GRAND, ORE.—District Agricultural Society. Oct. 10 to 17.
LEXINGTON, KY.—Trotting Horse Breeders' Association. Oct. 4 to 15.
LOUISVILLE, KY.—Races. Sept. 26 to Oct. 1.
MARYSVILLE, O.—Oct. 4 to 7.
MINEOLA, L. I.—Queens County Jockey Club. April 25 to May 3, Aug. 15 to 20, Oct. 24 to Nov. 8.
MT. GILEAD, O.—Oct. 4 to 7.
NASHVILLE, TENN.—Tennessee Breeders' Association. April 27 to May 6, 1899. J. W. Rurswurm, secy.
OTTAWA, ONT., CANADA—Central Canada Turf Club. Oct. 3 to 8.
OWENSBORO, KY.—Tri-State Racing Circuit. Oct. 4 to 7.
OWENSBORO, KY.—Oct. 4 to 8.
PADUCAH, KY.—Paducah Fair and Exposition Association. Alex. Kirkland, secy. July 21 and 22, and Oct. 11 to 14.
PALESTINE, TEXAS—Nov. 16 to 19. Thos. Hall, secy.
PROVIDENCE, R. I.—Oct. 3 to 7.
RICHWOOD, O.—Oct. 14 to 18.
SPRINGFIELD, ILL. (S. F.)—Sept. 26 to Oct. 1.
SPRINGFIELD, MO.—Oct. 4 to 7.
TORONTO, CAN.—Woodbine Park Races. Sept. 24 to Oct. 1.
VINCENNES, IND.—Oct. 3 to 8.
WAPOKONETA, O.—Oct. 4 to 7.
WESTCHESTER, N. Y.—Westchester Racing Association. May 7 to 26, Oct. 1 to 22.
WESTCHESTER, N. Y.—Westchester Racing Association. National Stallion Race of $20,000. H. G. Crickmore, 173 Fifth av., New York City. Spring, 1900.

CONVENTIONS,

Fetes, Celebrations, Etc.

Under this heading we publish free of charge the dates of all notable events, which are likely to attract large concourses of people to any one particular city and for this reason prove of importance to advertisers, showmen, streetmen, general passenger agents, etc. The list is carefully revised and corrected monthly.

ASHEVILLE, N. C.—National Liquor Dealers' Protective Association. Oct. 10 to 15.
ATLANTA, GA.—American Library Association. 1899. Henry J. Carr, Public Library, Scranton, Pa., secy.
ATLANTIC CITY, N. J.—Pharmaceutical Association. May, 1899. Frank C. Stutzlen, Elizabeth, N. J.
AURORA, ILL.—Ancient Order Hibernians. 1900. Daniel McGlynn, secy., St. Louis.
BALTIMORE, MD.—Independent Order of Free Sons of Israel. 1902.
BALTIMORE, MD.—International Brotherhood of St. Andrew. Sept. 28 to Oct. 2. H. Bobbitt, secy., Raleigh, N. C.
BALTIMORE, MD.—Supreme Council of Chosen Friends. 3d Tuesday Sept., 1899. S. K. Wagner, supreme secy., Phila., Pa.
BANGOR, ME.—Knights of Pythias. Oct. 5 and 6.
BANGOR, ME.—Maine Musical Festival. Oct. 6 to 8.
BATON ROUGE, LA.—Louisiana Press Association. April or May, 1899. L. S. Scott, Crowley, La., secy.
BINGHAMTON, N. Y.—New York State Association of School Commissioners and Superintendents. November, 1898. Miss Cora A. Davis, secy., Whitesboro, N. Y.
BIRMINGHAM, ALA.—Phamaceutical Association. May, '99. P. C. Candidus, Moble, secy.
BOSTON, MASS.—Ancient Order of Hibernians. July, 1900. James O. Sullivan, Philadelphia, Pa., nat. secy.
BOSTON, MASS.—State W. C. T. U. Meeting. Oct. 12 to 14. Mrs. R. B. Baker, 171 Tremont st., Boston, secy.
BOSTON, MASS.—Republican State Convention. Oct. 6.
BOSTON, MASS.—Mechanics' Fair. Oct. 10, 1898.
BOSTON, MASS.—Massachusetts Charitable Mechanical Association. October and November.
BOSTON, MASS.—United States Military Corps & Old-Timer Telegraphers Association. 1899. J. E. Pettit, Chicago, Il., secy.
DETROIT, MICH.—Sons of Veterans. 1899.
BOSTON, MASS.—Steam Engineers' National Union. October, 1899. P. F. Doyle, Chicago, Ill., secy.
BOSTON, MASS.—American Street Railway Association. September or October.
BOWLING GREEN, KY.—Fox Hunters' National Association. Nov. 15, 1898.
BRADFORD, PA.—Pennsylvania Bill Posters' Association. May 15 and 16, '99. John D. Mishler, pres.; John G. Reese, secy., Scranton, Pa.
BRADFORD, PA.—Pennsylvania State Bill Posters' Association. May 15 and 16, 1899. John G. Reese, Scranton, Pa., secy.
BRATTLEBORO, VT.—Vermont State Federation of Women's Clubs. Oct. 5, 1898.
BUFFALO, N. Y.—Booksellers' and Newsdealers' National Association. 1899. F. R. Sampson, N. Y. City, secy.
BURLINGTON, VT.—High Court, Catholic Order of Foresters. June, 1899. John M. Weis, Hammond, Ind., secy.
CAYUGA ISLAND, near Niagara Falls)—Pan American Exposition. May 1 to Nov. 1. Hon. W. Caryl Ely, Director; R. C. Hill, secy., Buffalo, N. Y.
CELERON, CHATAUQUA LAKE—Photographers' Association of America. July, 1899. Geo. B. Sperry, Toledo, O., secy.
CHESTER, PA.—State Federation of Women's Clubs. Mrs. Horace Brock, of Lebanon, Pa., pres. November.
CHICAGO, ILL.—Peace Carnival. Oct. 3 to 15.
CHICAGO, ILL.—National Association of Embalmers. First week, September, 1899. Frank A. Cook, Paris, Ill., secy.
CHICAGO, ILL.—State Federation of Women's Clubs. October, 1898. Mrs. V. B. Bash, Peoria, Ill., secy.
CINCINNATI, O.—Wholesale Saddlery Association. Oct. 27 to 29. John B. Denver, St. Louis, Mo., secy.
CINCINNATI, O.—National Charities and Correction Congress. May, 1899.
CINCINNATI, O.—National Association of Stove Manufacturers. May, 1899.
CINCINNATI, O.—National Association of Lumber Dealers. Nov. 3, 1898. A. R. Vinnege, Chicago, Ill.
CINCINNATI, O.—Annual Convention of Master Horseshoers. Oct. 11, 1898. W. J. Moore, secy., Pittsburg, Pa.
CINCINNATI, O.—Triennial Meeting General Grand Chapter. September, 1900.
CINCINNATI, O.—Saengerfest Jubilee. 1899.
CINCINNATI, O.—National Association Master House Painters & Decorators of United States. Feb. 7, 1899. Joel Kennedy, Cincinnati, O., secy.-treas.
CINCINNATI, O.—National Alliance, Theatrical Stage Employes of United States and Canada. June 19, 1899. Lee W. Hart, gen'l secy.-treas.
CINCINNATI, O.—Biennial Convention of Bavarian Societies of North America. 1899. Valentine Blueplein, secy., Buffalo, N. Y.
CINCINNATI, O.—Old Volunteer Firemen's Life Association. Feb. 22, 1899.
CIRCLEVILLE, O.—I. O. O. F. Convention. July, 1899. C. H. Tyner, Columbus, O., secy.
CLINTON, IOWA—Knights & Ladies of Golden Crescent. Dec. 6. E. F. Frick, Clinton, Iowa, secy.
COLUMBIA, MO.—Missouri Press Association. Dec. 8 and 9, 1898.
COLUMBUS, O.—Masonic Grand Lodge. October, 1898.
COLUMBUS, O.—American Medical Association. 1899. Dr. Joseph M. Matthews, pres., Louisville, Ky.
COLUMBUS, O.—State Convention Brotherhood of St. Andrew. Nov. 5 and 6.
COLUMBUS, O.—State Confederation of Federation of Women's Clubs. October, 1898. Mrs. Enoch Calloway, La Grange, Ga.
CONCORD, N. H.—Patrons of Husbandry National Grange. John Trimble, 514 F. st., Washington, D. C., secy. November, 1898.
DALLAS, TEX.—Texas Farmers' Congress. Oct. 7. J. H. Connell, College Station, Tex., director.
DALLAS, TEX.—Texas State Swine Breeders' Association. Oct. 4, 1898. A. A. Pittuck, secy.
DECATUR, ILL.—Corn Festival. Oct. 22 to 29.
DECATUR, ILL.—Federation of Labor. Oct. 27, 1898.
DECORAH, IOWA—Norwegian-Danish Press Association. June, 1899. S. Lorensen, Minneapolis, Minn., secy.
DENVER, COL.—Railroad Commissioners. 1899.
DENVER, COL.—Concatenated Order of the Hoo-Hoo. Sept. 9, 1899. J. H. Baird, Nashville, Tenn., scrivenater.
DENVER, COL.—Negro Press Association. August, 1899. Mrs. F. J. Jackson, Kansas City, Kas., secy.
DETROIT, MICH.—National Evangelization Union. 1898. Rev. F. Mason, secy., North New York.
DETROIT, MICH.—Amalgamated Association of Iron and Steel Workers. May, 1899. John Williams, Pittsburg, Pa., secy. and treas.
DETROIT, MICH.—National Insurance Commissioners' Association. Sept. 1 or 2, 1899. John M. Pattison, Cincinnati, O., pres.
DETROIT, MICH.—Society of American Florists. W. J. Stewart, Boston, Mass., secy. Aug. 15, 1899.
DETROIT, MICH.—Postmasters' Convention. Oct. 6 to 8.
DETROIT, MICH.—Supreme Grand Lodge, I. O. O. F. September, 1899.
DETROIT, MICH.—National Canned Goods Packers' Association, Western Canned Goods Packers' Association, Canning Machinery and Supplies Association. February, 1899.
DETROIT, MICH.—National Pythian Press Association. October, 1899.
DUBLIN, GA.—Georgia Weekly Press Association. July, 1899. W. A. Shackleford, Lexington, Ga., secy.
DURHAM, N. C.—Pharmaceutical Association. May, 1899. H. R. Horne, Fayetteville, N. C.
EUREKA, KAS.—Emporia District Epworth League. August, 1899. G. L. Darby, Howard, Kas., secy.
FREDERICK CITY, MD.—United Brethren Church of United States and Europe Centennial Celebration. 1901.
FT. WAYNE, IND.—North Indiana Teachers' Association. April, 1899. W. C. Bellman, Hammond, Ind., pres.
FT. WORTH, TEXAS—Farmers' National Congress. John M. Stahl, 4318 Laughley av., Chicago, Ill., secy. Dec. 6 to 14, 1898.
GAINESVILLE, GA.—Chatauqua Convention. July 4 to 20, 1899. H.W. Van Hoose, Gainesville, Ga., secy.
GRAND RAPIDS, MICH.—State Firemen's Convention. 1899. Geo. L. Gray, secy. and treas., La Peer, Mich.
GRAND RAPIDS, MICH.—Pythian Grand Lodge. 1899.
GRAND RAPIDS, MICH.—Carnival of Fun. Oct. 25 to 28. Col. M. A. Aldrich, general director.
GRAND RAPIDS, MICH.—I. O. G. T. Grand Lodge. Aug. 23, 1899. M. E. Curtis, Big Rapids, Mich., secy.
GREELEY, COL.—State Federation of Clubs. Oct. 11 and 12.
GREENSBORO, N. C.—North Carolina State Firemen's Association. July or August, 1899.
GREENSBORO, N. C.—North Carolina State Firemen's Association. Aug. 1 to 5, 1899. Dr. J. W. Griffith, Greensboro, N. C., secy.
GREENSBORO, N. C.—State Firemen's Tournament. Aug. 1 to 4, 1899.
GUELPH, ONT., CANADA—Cheese & Butter Association of Western Ontario. Jan. 17 to 19, 1899.
HARRISBURG, PA.—Traveling Men's Club. February, 1899. Fred L. Morganthaler, secy.
HAMILTON, N. Y.—Mystic Order of Veiled Prophets. October, 1898. Sidney D. Smith, Hamilton, N. Y., secy.
HARRIS LITHIA SPRINGS, S. C.—South Carolina Press Association. June, 1899. C. C. Langston, Anderson, S. C., secy.
HARRISBURG, PA.—Y. P. S. C. E. State Convention. Oct. 4 to 9. Miss Mary C. Craeff, Harrisburg, Pa., secy.
BENNINGTON, VT.—State Firemen's Association. 1899.
HOLYOKE, MASS.—Pharmaceutical Society. June, 1899. Jas. F. Guerin, Worcester, secy.
HOT SURINGS, ARK.—Pharmaceutical Association. May 9, 1899. John B. Bond, Jr., Little Rock, secy.
INDIANAPOLIS, IND.—National Laymen's Convention, M. E. Church. October, 1898.
INDIANAPOLIS, IND.—National Convention Epworth League. 1899.
INDIANAPOLIS, IND.—International Bill Posters' Association of the United States and Canada. July, 1899.
INDIANAPOLIS, IND.—Pharmaceutical Association. Feb., '99.
INDIANAPOLIS, IND.—National Prison Congress. October, 1898. Rev. John E. Milligan, Allegheny, Pa., secy.
JEFFERSON CITY, MO.—Pharmaceutical Association. June 6, 1899. H. M. Whelpley, St. Louis, secy.
JOHNSTOWN, PA.—Industrial Convention. Oct. 17.
KANSAS CITY, KAS.—Missouri & Kansas Short-Horn Breeders' Association. Feb. 15, 1899. Will Gentry, Sedalia, Mo., secy.
KANSAS CITY, MO.—American Federation of Labor. December, 1898. Frank Morrison, secy.
KANSAS CITY, MO.—Missouri and Kansas Short-Horn Breeders' Association. Feb. 15, 1899. W. B. Brush, secy., Station A, Kansas City, Mo.
KANSAS CITY, MO.—Missouri Amateur Shooting Association. Washington Park Gun Club, of Kansas City. Walter Bruns, secy., Kansas City, Mo. 1899.
KANSAS CITY, MO.—National Building Trades Council, 1898. W. H. Steinbiss, secy., St. Louis, Mo.
KINGSTON, ONT., CANADA—Cheese & Butter Association of Eastern Ontario. Jan. 10 to 12, 1899. R. G. Murphy, Elgin, Ill., secy.
LAFAYETTE, IND.—Indiana State Court of aCtholic Order of Foresters. August, 1899.
LANCASTER, PA.—State Convention, Grand Lodge, K. of P. Aug. 16, 1899. Milton C. Tysen, Lebanon, Pa., secy.
LAWRENCE, KAN.—Pharmaceutical Society. May, 1899. F. A. Snow, Topeka, secy.
LEBANON, PA.—Firemen's Convention and Tournament. Oct. 3 to 8.
LINCOLN, NEB.—Nebraska State Horticultural Society. Jan. 10, 1899. C. H. Barnard, Table Rock, Neb., secy.
LIVERPOOL, ENGLAND—United Bill Posters' Association. August, 1899.
LOGANSPORT, IND.—Seventy-third Indiana Regiment of Civil War Veterans. 1899.
LOS ANGELES, CAL.—Women's Christian Temperance Union. November.
LOUISVILLE, KY.—T. P. A. Convention. 1899. Charles R. Duffin, national pres., Terre Haute, Ind.; Louis T. Le Beaume, secy., St. Louis.
LOUISVILLE, KY.—Louisville Columbarian Association. W. H. Adams, secy. Nov. 30 to Dec. 3.
LOS ANGELES, CAL.—Independent Order of Foresters, Supreme Court. 1899.
MACON, GA.—Grand Lodge of Masons. Oct. 25. W. A. Wolibin, secy.
MACON, GA.—Diamond Jubilee Carnival. October.
MANCHESTER, N. H.—Christian Endeavor Reunion. Oct. 3 to 5. Frank W. Lund, Nashua, N. H., secy.
MARQUETTE, MICH.—Firemen's Convention. Louis Vertsch, chief, Houghton, Mich. Aug. 2 to 5, 1899.
MAYSVILLE, KY.—Grand Encampment, Odd Fellows. May, 1899.
MEXICO, MO.—State Industrial Exposition. Dec. 12 to 17, 1898.
MILWAUKEE, WIS.—National Hardware Association. Nov. 16, 1898.
MILWAUKEE, WIS.—Associated Bill Posters of United States. July 4, 1899.
MILWAUKEE, WIS.—National Brotherhood of Locomotive Engineers. 1899.
MILWAUKEE, WIS.—Western Gas Association. 1899.
MILWAUKEE, WIS.—National Eisteddfod. January, 1899.
MOUNT VERNON—Anniversary Celebration of Washington's Death Day, by Masonic Fraternity. (Estimated attendance, 10,000). Dec. 14, 1899.
NEW HAVEN, CONN.—National Electrotypers' Association. September, 1899. J. H. Ferguson, New York City, secy.
NEW HAVEN, CONN.—United Typothetae of America. 1899. J. Sterns Cushing, Norwood, Mass., secy.
NEW ORLEANS, LA.—Brotherhood of R. R. Trainmen. May, 1899.
NEW ORLEANS, LA.—National Association of Master Plumbers. 1899.
NEW YORK CITY—Eastern Retail Butchers' Association. Aug. 1 to 5, 1899. F. J. Wallace, Meriden, Conn., secy.
NEW YORK CITY—Ayrshire Breeders' Association. January, 1899. C. M. Winslow, Brandon, Vt., secy.
NEW YORK CITY—National Sanitary Association. Thos. E. Neal, (Board of Health Office), Atlanta, Ga., secy. December, 1898.
NEW YORK CITY—Luther League of America. Walter T. Voege, 186 Ross st., Brooklyn, N. Y. Oct. 18 to 20.
NEW YORK—Grocers' Exhibition. October. J. W. Callahan, Managing Director.
NEW YORK CITY—Society of the Cincinnati. May, 1899.
NIAGARA FALLS—Pan-American Exposition. May 1 to Nov. 1, 1899. R. C. Hill, secy., Buffalo, N. Y.
NIAGARA FALLS, N. Y.—United States League of Local Building and Loan Associations. July 26, 1899. H. F. Cellarius, Cincinnati, O., secy.
NORTH ADAMS, MASS.—Federation of Labor. Aug., '99.
OKLAHOMA CITY, OKLA.—Pharmaceutical Association. 1899. Edwin DeBarr, Guthrie, Okla., secy.
OLYMPIA, WASH.—Chrysanthemum Carnival. November, 1898. Mayor Geo. B. Lane, treas.
OMAHA, NEB.—United States Bee Keepers' Union. Oct.
OMAHA, NEB.—Supreme Council, Ancient and Accepted Scottish Rite, Southern and Western Masonic Jurisdiction. October, 1898.
OMAHA, NEB.—National Eclectic Convention. 1898.
OMAHA, NEB.—National Road Parliament. 1898.
OMAHA, NEB.—Surgical and Geneological Association. Dec. 26 to 29. G. H. Simmons, secy., Lincoln, Neb.
OMAHA, NEB.—American Association of Fairs. Oct. 26 to 28. Robt. W. Furnass, Brownsville, Neb., secy.
OMAHA, NEB.—American Maize Propaganda. B. W. Snow, secy., Chicago, Ill. October.
OMAHA, NSB.—National Council of Women. May Wright Sewall, pres., Indianapolis. Oct. 24 to 29.
OMAHA, NEB.—Liberal Congress of Religions. Rev. Jenkins L. Jones, 3939 Langley ave., Chicago, Ill. Oct. 18 to 25.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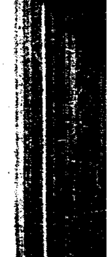

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OMAHA, NEB.—Trans-Mississippi & International Exposition. June 1 to Nov. 30, 1898. Gurdon W. Wattier, Omaha, Neb., pres.; John A. Wakefield, Omaha, Neb., secy.

OMAHA, NEB.—National Household Economic Association. Miss Ellen F. Marshall, secy., 1882 W. 22d st., Chicago. Oct. 17.

OMAHA, NEB.—Grand Lodge, K. of P. Oct. 11. Will H. Love, Lincoln, Neb., secy.

OMAHA, NEB.—National Funeral Directors' Association. Oct. 12. Chas. W. Nully, Philadelphia, Pa., secy.

OMAHA, NEB.—Trans-Mississippi Fruit Festival Association. June 1 to Nov. 1. G. W. Hervey, secy.

OMAHA, NEB.—American Association of Farmers Institute Managers. October. F. W. Taylor, secy.

OTTAWA, ONT., CANADA—Allied Printing Crafts Union. June, 1899.

PARIS, FRANCE—National Editorial Association. 1900.

PASADENA, CAL.—Tournament of Roses. Jan. 1, 1899. M. H. Weight, Pasadena, Cal., pres.

PEORIA, ILL.—United Order of Plumbers of United States and Canada. September, 1899. W. J. Spencer, Chicago, secy.-treas.

PHILADELPHIA, PA.—Pharmaceutical Association. June, '99. J. A. Miller, secy., Harrisburg, Pa.

PHILADELPHIA, PA.—National Association of Agricultural Implement & Vehicle Manufacturers. Oct. 18 to 20.

PHILADELPHIA, PA.—National Peace Jubilee. October, 1898.

PHILADELPHIA, PA.—Grand Army of the Republic. 1899. Col. Jas. A. Sexton, commander-in-chief.

PHILADELPHIA, PA. — National Army Nurses' Association. 1899. Miss Kate Scott, Pennsylvania, secy.

PHILADELPHIA, PA. — Women's Relief Corps. 1899. Mrs. Flo Jamieson Miller, Monticello, Ill., nat. pres.

PHILADELPHIA, PA.—Ladies of the G. A. R. 1899. Mrs. Annie Esher, Chicago, nat. secy.

PHILADELPHIA, PA.—Patriotic Order of America. Oct. 24, 1899. Theo. Harris, Philadelphia, Pa., secy.

PHILADELPHIA, PA.—Daughters of Veterans. 1899. Mrs. Vinne Bond Willis, of Massachusetts, secy.

PHILADELPHIA, PA.—California Volunteer Association. 1899. Capt. Geo. H. Petter, Providence, R. I., secy. and treas.

PHILADELPHIA, PA.—Veteran Signal Corps Association. 1899. C. W. D. Marny, Boston, Mass., secy. and treas.

PHILADELPHIA, PA.—International Commercial Congress. June, 1899.

PIERRE, S. D.—South Dakota Editors' Association. January, 1899. J. F. Halliday, Iroquois, S. D., secy.

PITTSBURG, PA.—International Astronomical Congress. May, 1900. C. W. Scovil, secy.

PITTSBURG, PA.—Grand Encampment of Knights Templars. 2d Tuesday in October, 1898. W. B. Melish, Fr. Junior Warden.

PITTSBURG, PA.—Biennial Convention of the Knights and Ladies of Honor of Pennsylvania. 1899. Grand secy., Fred Voelcker, Philadelphia.

PORTLAND, ME.—Ladies' Loyal Orange Association. 1899. Jane Morrison, Syracuse, N. Y., supreme grand mistress; Anneta Dean, Saginaw, Mich., secy.

PORTLAND, ME.—Maine Musical Festival. Oct. 10 to 12.

PORTLAND, ORE.—Pharmaceutical Association. Oct., 1898. A. W. Allen, secy.

PORTSMOUTH, O.—A. O. U. W. Grand Lodge. Aug. 22, 1899. Walter Pickens, G. R., of Toledo, O.

PUT-IN-BAY, O.—National Association of Photo-Engravers. 1899. C. C. Cargill, Grand Rapids, Mich., secy.

PUT-IN-BAY, O.—Master House Painters' & Decorators' Association. July, 1899. W. J. Albrecht, Toledo, O., secy.-treas.

RICHMOND, VA.—Association of Railway Superintendents of Bridges and Buildings. Oct. 18.

SAN FRANCISCO, CAL.—California Dairy Convention. Oct. 14 and 15.

SAN FRANCISCO, CAL.—Northern Baptist Convention. 1899.

SAN JACINTO, CAL.—Flower & Fruit Show. Oct. 27 and 28.

SCRANTON, PA.—Pennsylvania State Camp, Patriotic Order of America. July 11, 1899.

SHELBYVILLE, IND. — Southern Indiana Teachers' Association. March, 1899.

SIOUX FALLS, S. DAK.—National Creamery Butter Makers' Association. Jan. 22 to 28, 1899. E. Sudendorf, secy.

SPRINGFIELD, ILL.—Illinois Live Stock Breeders' Association. Nov. 15 to 17.

SPRINGFIELD, ILL.—Horse Breeders Association. Nov. 15 to 17.

SPRINGFIELD, ILL.—Cattle Breeders' Association. Nov. 15 to 17.

SPRINGFIELD, ILL.—Swine Breeders' Association. Nov. 15 to 17.

SPRINGFIELD, ILL.—Illinois Sheep Breeders' Association. Nov. 16 to 18. John G. Springfield, Mass.—State Encampment G. A. R. 1899.

SPRINGFIELD, O.—Master Plumbers' Convention. 1899.

STANTON, NEB.—Nebraska Saengerbund. 1900. F. Raabe, secy.

ST. LOUIS, MO.—Independent Order of Red Men. March, 1899.

ST. LOUIS, MO.—Semi-Annual Meeting Western Insurance Association. March 8, 1899. J. A. Kelsey, of the Aachen & Munich, secy.

ST. LOUIS, MO.—Grand United Order of Odd Fellows. Geo. E. Temple, 2341 Washington st., secy. Oct. 4, 1898.

ST. LOUIS, MO.—Jewish Fair and Bazaar. Autumn, '98.

ST. LOUIS, MO.—State Convention of Good Roads. Nov., '98.

ST. LOUIS, MO.—American Fire Chief's Association. Oct. 18. Harry A. Hills, Wyoming, O., secy.

ST. LOUIS, MO.—Proprietary Association of America. Oct. 17, 1898.

ST. LOUIS, MO.—United States Railway Mail Service Mutual Benefit Association. Oct. 3 to 5, 1899. J. M. Brown, Atlanta, Ga., secy.-treas.

ST. LOUIS, MO.—Wholesale Drug Association, National Convention. October. A. B. Merriam, Minneapolis, Minn., secy.

ST. LOUIS, MO.—Cattlemen of United States, Canada and Mexico. Autumn.

ST. LOUIS, MO.—Elks' Convention. 1900

ST. PAUL, MINN.—Minnesota Retail Hardware Association. J. W. Clark, secy., Minneapolis, Minn. 1899.

SCRANTON, PA.—Letter Carriers' Association. Sept. 4, 1899. F. J. Cantwell, Brooklyn, N. Y., secy.

SYRACUSE, N. Y.—State S. P. C. A. Oct. 5 and 6.

SYRACUSE, N. Y.—Semi-Centennial. Oct. 11 to 17, 1898.

TERRE HAUTE, IND.—State G. A. R. Encampment. 1899.

TOLEDO, O.—Reunion, Army of Tennessee. October, 1898. Col. I. B. Bell, 1909 Collingwood av., secy.

TOLEDO, O.—Ohio Bill Posters' Association. May 9, 1899.

TOLEDO, O.—National Convention G. A. R. 1900.

TOLEDO, O.—Ancient Order of Hibernians. April, 1899.

TOPEKA, KAS.—State Dairy Convention. Nov. 16 to 18. F. S. Hurd, Meriden, Kas., secy.

TORONTO, ONT., CANADA—American Poultry Association. Jan. 8 to 14. A. E. Felch, Natick, Mass., asst. secy.

UNADILLA, N. Y.—Otsego County Firemen's Association. 1899. C. C. Fylaesch, secy.

UTICA, N. Y.—State Convention of Y. P. S. C. E. October, 1898. A. E. Dewhurst, 108 Genesee st., Utica, N. Y., secy.

VANCEBURG, KY.—Junior Order of United American Mechanics. 1899.

WASHINGTON, D. C.—Episcopal Church Convention. October, 1898. Rev. Chas. L. Hutchins, Concord, Mass., secy.

WASHINGTON, D. C.—Knights of Malta Annual Convention. Oct. 17 to 21. Frank Gray, Broad and Arch sts., Philadelphia, Pa., secy.

WATERLOO, GA.—Catholic Order of Foresters. Aug. 24 and 25, 1899. J. H. Limbach, Cedar Rapids, Iowa, secy.

WHEELING, W. VA.—Reunion of the Society of the Army of West Virginia. September, 1898.

WILMINGTON, DEL. — National Local Preachers' Association. Oct. 1.

WORCESTER, MASS.—American Antiquarian Society. Chas. A. Chase, secy. October, 1898.

YONKERS, N. Y.—New York State Firemen's Convention. Aug. 8 to 29, 1899.

BEATRICE, NEB.

Corn —▸CARNIVAL◂— Week

Oct. 10-15.

50,000 people will see our advertising matter. Send on your billposting.

J. H. MARTIN CO.

In England....

The most prominent advertisers in all parts of the country subscribe to

PUBLICITY

the practical paper for all patronizers of printers' ink. The only publication of its kind in Great Britain

Sample copy 10 cents.

Full year 50 cents.

MORISON'S ADVERTISING AGENCY

HULL, ENGLAND.

WATERLOO, WISCONSIN. Population 1,500.

E. E. LESCHINGER,

Bill Poster and Distributor.

Special Attention Given to Furnishing Grounds, License, and Everything Needed for Circuses, at Lowest Prices.

WATERLOO OPERA HOUSE.

Wanted:

Good Attractions of All Kinds.

Write For Information.

E. E. LESCHINGER, MANAGER.

Brantford, Ontario, Can. Pop. 17,000 County, 50,000 | **C. M. SMITH & CO.** Members I. B. P. A. and I A. of D.

:SEND FOR CATALOGUE:

THE AMERICAN PROCESS ENG. CO.

Best Cut Makers in America!

FINEST HALF TONES: LITHOGRAVURES. ILLUSTRATIONS.

BEST LINE ZINC ETCHING: WOOD ENGRAVING — OF ALL KINDS:

BUTLER BLDG CINCINNATI, O.

NEWBURGH, N. Y.

And surrounding towns in Eastern Orange, Western Dutchess, and Southern Ulster Counties. We reach a thrifty population of 100,000. Our specialty: Inside Distribution, NOT BY BOYS, Our motto: Honest Distribution, pays both Advertiser and Distributor. A trial will convince you.

Members International Association of Distributors, and Molton Advertising Co.

QUEEN CITY DISTRIBUTING AGENCY.

NORMAN W. CONYES, Manager, 69 Henry Avenue, Newburgh, N. Y.

When you Distribute OMAHA, NEB. Try Fischer's District Agency. (15 years' experience.) 4329 DECATUR ST.

THE BILLBOARD

WILL ISSUE AN ELABORATE

CHRISTMAS EDITION

It will contain a Christmas Poem.
It will contain a Christmas Story.
It will contain a Christmas Storrette.
It will be Handsomely Illustrated.
It will have a Beautiful Colored Cover.

It will contain 44 pages of Choice Reading Matter, and will sell for 25 cents per copy. Subscribers who are paid up will receive it without extra charge. All others will have to remit the price. Have YOU paid YOUR subscription?

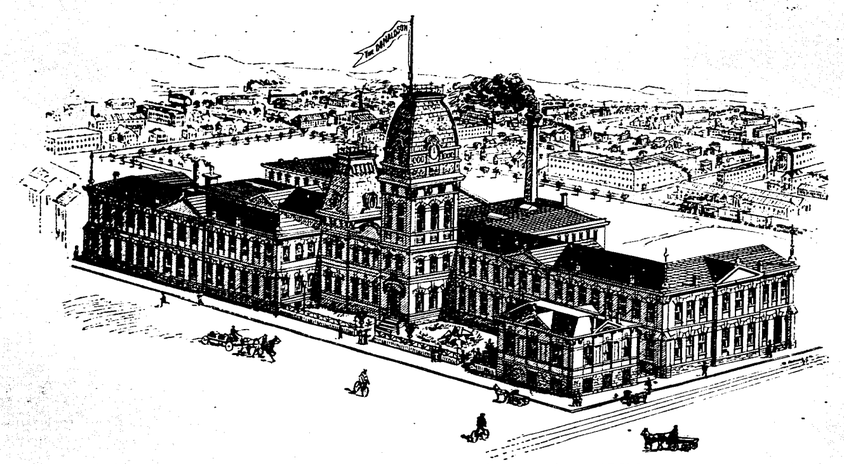
It will be issued December 1. Trade supplied by the American News Co. and its branches.

The Bill Poster

The English counterpart of THE BILLBOARD. Subscription 50 cents per year, post free, may be sent to 127 East Eighth St., Cincinnati, O.

THE DONALDSON LITHO. CO.

CINCINNATI, O.



(The Leading and Largest Poster Printing Plant in America. (All known processes.)

WE make posters to advertise anything under the sun. We make good posters—posters that people can read and understand. Artistically, our posters are the best in America, and yet, we never sacrifice utility to art. We are ever mindful that it is posters that we are making, and not works of art. That is wherein a Donaldson poster excels. If you are in need of a poster or a series of posters, write us about it to-day.

AFTER we have made your posters, you can deal direct with the billposters of the country for the posting, or you can leave it all in our hands. We not only print but we also post.

We know all the billposters. We know all the towns.
We know all the prices.
We know the quantity required for each town.
We know the kind of service required for each town.

AND WE CAN DO IT ALL. We will apportion, count, ship, write the letters, do all the kicking, check the showing, check the bills and pay them, and IT WON'T COST YOU A CENT. We relieve you of all the labor, annoyance and detail. We get you as good, and very often, better service than you can get yourself, and we do it free of charge.

OUR STOCK OR SYNDICATED POSTERS Like "ready-to-wear apparel" are made to fit all lines of retail trade Special posters are expensive unless made in large editions. Retailers cannot use large quantities. Our system of syndicated posters enables us to supply a retailer with the exact quantity he requires at a very low price. If your city billposter or job printer cannot show you samples of our posters, write to us direct. Give us an idea of what you want, and we will send you samples and prices by return mail. We have posters suitable for every branch of trade, and **WE HAVE THE VERY THING YOU WANT.**

BILLPOSTERS Will please note that samples of our BOCK BEER POSTERS will be ready for delivery NOVEMBER 1st. Get your order in now They are very fine.

CHRYSANTHEMUM SHOWS Are growing more and more popular every season. Make the show a success this year by advertising it liberally with our posters. We have the finest in the market. Samples and prices free upon application. Special inducement when show is given for the benefit of charitable institutions.

FAIR MANAGERS. It is late to talk about posters for the fair, but if you are belated or have been disappointed, we want you to remember that we are the promptest shippers in America. You can wire us your order, and no matter how large it may be, we will ship it the same day that we receive it.

PRINTERS Please note that we sell our syndicated posters plain when desired. You can buy the bald pictorial posters from us and do the cross-lining yourself.

CONCERTS And amateur entertainments, benefits performances, charitable exhibitions, church fairs, etc., may be economically and most successfully advertised by posters. We have pictorial posters suitable for everything in this line, and are glad to submit samples and prices to persons interested therein.

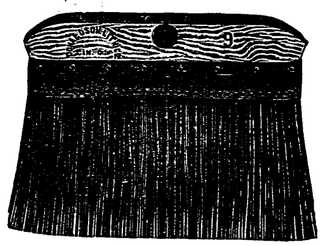
DRUGGISTS Can use posters to advantage, especially if you have a remedy, or line of remedies that you wish to popularize. The notion that it takes $50,000 to create a demand for a patent medicine has been exploded by the poster. With posters you can begin small, billing at first any one town, and gradually enlarging your field as your receipts warrant. Try it and be convinced.

SOAP! SOAP! SOAP! There is a wonderful chance for a new brand on the boards, all the present styles are wedded to periodical publications. A manufacturer with nerve and enterprise, can popularize a new brand at very small expense, by recourse to the boards.

FOOT BALL. The season will soon be on. Foot Ball Posters will soon be in great demand. Every Thanksgiving Day Match at least, will be advertised by Posters and many minor events also. We have the only foot ball posters in the market, viz.: One 12-sheet, one 3-sheet, two kinds of whole-sheets, two kinds half-sheets. THEY ARE FINE. GET SAMPLES NOW.

THE DONALDSON LITHO. CO., CINCINNATI, OHIO.

BILLPOSTERS' PASTE BRUSHES.



This is our celebrated "UNEXCELLED." The Best Paste Brush made. Popular everywhere on account of its great durability.

PRICES.
8 in., $2.75 ea. 9 in., $3.00 ea. 10 in., $3.25 ea.

SEND YOUR ORDERS TO

The Donaldson Litho. Co.

CINCINNATI,

Sole Western Agents for the CELEBRATED WIRE BOUND BRUSH.

This brush is manufactured especially for us, and is fully warranted. It is the cheapest GOOD Brush you can find anywhere.

PRICES.
8 in., $2 25 ea. 9 in., $2.75 ea. 10 in., $3.00 ea.

Press Clippings.

Proposed events, fairs, conventions, etc.
Other lines of items from the newspapers of the country.
Send for particulars.

N. E. Newspaper Bureau,

146 FRANKLIN STREET,

BOSTON.

LEBANON, KY.

R. L. NESBITT & CO., Billposters & Distributors.
We cover Marion, Washington and Taylor Cos
Member I. A. of D. Good references.

ADVERTISERS! I am still in the business and going to stay. Send all matter to me. My distributing will make it pay. Member I. A. of D. JOHN H. JONES, Office N. W. Cor. Mount and McHenry Streets. Residence, 1733 W. Pratt St., Baltimore Md.

LIMA, OHIO. Has a thrifty wide-awake, bustling population of over 25,000. It will pay you to put it on your list. W. C. TIRRILL & CO. Bill Posters and Distributors.

FRANKLIN, PA. POPULATION 9,000

ALEX. BRADLEY, City Bill Poster and Distributor.

Owns and controls all bill boards and dead walls

MEMBER I. A. OF D. ESTABLISHED 1878

WE WANT YOU...

To become a subscriber to UP-TO-DATE IDEAS, because we believe it will be beneficial to you, and, again, because we want 50 cents for a year's subscription

IT WILL PAY YOU

To subscribe for UP-TO-DATE IDEAS. It has many good suggestions every month, which will be worth much more than their cost to you.

SAMPLE COPY SENT FREE.

UP-TO-DATE IDEAS PUBLISHING CO.

GRAND ISLAND, NEBR.

Established 1823.

WM. H. WARNER & BRO.

MEDALISTS.

No. 424 N. 9th St., PHILADELPHIA, PA.

Medals in all metals struck to order for all purposes that may be desired. We want the address of all streetmen throughout the United States.

W. H. DONALDSON,

By appointment,

Official Solicitor and Agent

Of

The Associated Billposters,

Of the United States and Canada.

Is prepared to undertake the placing of posters in any city, town, or village in North America. Advertisers who utilize the billboards, can avoid the annoyance of correspondence, checking and all detail, by placing their posting through Donaldson.

CONSULTATION FREE.

Address,

W. H. DONALDSON,

127 East Eighth St.

CINCINNATI, O.

BILLPOSTERS and DISTRIBUTORS

—SEND FOR—

HENNEGAN'S DATE BOOK.

The neatest and best ever issued.

PRICE - - 20 CENTS.

Hennegan & Co. 719-721 Sycamore St CINCINNATI, O.

OSWEGO, N. Y. Also Sodus, Pulaski, Watertown, Minetto, Phoenix,
F. E. MUNROE, Fulton and Mexico Best of
Bill Poster and Distributor. references.

ROBERT H. COBLINS, Distributor, ††
310 Middle Street. NEW BEDFORD, MASS.

ADVERTISE

At the Edwardsville Free Street Fair and Farmers' Institute, Oct. 12-15, 1898. It is in the center of a big county, and will be a "hummer." Give us your advertising matter, samples, etc. We will distribute them right and at right rates. Address,

EDWARDSVILLE ADVERTISING COMPANY,
109 Second Street, Edwardsville, Ill

Put a Permanent Sign Over Your BILLBOARDS

Marsland's Enameled Iron Signs

Are the Best. They Last Forever.

☞ SPECIAL PRICES TO THE TRADE. It will pay you to correspond with me in regard to Agency for the full line, including Street Names, House Numbers, Agency and Advertising Signs.

F. E. MARSLAND,

190 West Broadway, New York.

N. B.—Marsland Enameled Sign Co., Chicago, removed to above address.

YOU will get good results by advertising in

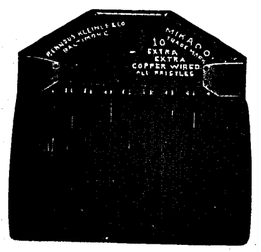
ST. ALBANS, W. VA.

It is the trading center and commercial outlet for four counties. Give your work to an honest, reliable man. Address, EDW. F. DOOMF.

Bill Posting and Circus Paste Brush.

The Extra Mikado Brush is the best made; constructed of ALL Pure Black China Bristles imported by us for the purpose, and especially prepared under a formula known only to ourselves.

We guarantee that our CHINA BRISTLES are more elastic and more durable than any other; consequently our MIKADO Brush will wear longer AND DO BETTER WORK than any other brush made. ALL OUR MIKADOS ARE GUARANTEED. They are copper wired, with heavy metal edge protectors and are great paste holders. Used by Barnum, Forepaugh and other leading shows, and highly recommended by Mr. R. C. Campbell, Chicago. Send the price and get a sample.



All 9 Inches Wide.

No. 10, 4-0. 5¾ in. long.... $28.00 per doz... $2.50 each.
No. 10, 6-0. 5⅞ in. long, heavy.. $32.50 per doz... $3.25 each.
No. 10, 7-0. 5⅞ in. long, ex. heavy..... $34.00 per doz... $3.50 each.
No. 10, 9-0. 5⅞ in. long, ex. ex. heavy... $42.00 per doz... $4.00 each.

RENNOUS, KLEINLE & CO., Sole Manufacturers, Baltimore, Md.

SAVANNAH, GA.

first-class billposting and distributing service in SAVANNAH, GA.

NEW AND UP-TO-DATE BILLBOARDS.

Advertisers! Don't overlook the best city in the Southeast. You can get **CHAS. BERNARD, City Billposter, 19 Congress St., East.** Member A. B. P. A.

PROFITABLE ADVERTISING!

The Advertiser's Trade Journal. Fully illustrated, bright, original, up to date. Poster department. The handsomest publication of its kind. 10c. brings a sample copy if you mention THE BILLBOARD. KATE E. GRINWOLD, Ed. and Pub., 27 Sch-ol Street, BOSTON, MASS.

ITHACA, MICH. Pop. 2,500.

JAS. DONALDSON,

Member I. A. of D.

Bills posted. Samples put out. Circulars distributed. Signs nailed up. Work guaranteed.

The Twin-City Bill Posting Co.,

WINSTON-SALEM, N. C.

TEN SURROUNDING TOWNS.

Population 30,000.

Bill Posting, Distributing, Sign Tacking and General Advertisers.

First-Class Services. All Work Guaranteed, Protected and Renewed.

W. T. PFOHL, Manager.

Office, 105½ West 5th St. WINSTON, N. C. ††

O. P. FAIRCHILD & CO.

BILL POSTERS AND DISTRIBUTORS

24 East Fifth Street,

COVINGTON, KY.

The E. L. Kinneman LICENSED BILLPOSTING CO. Marion, Ind.

Up-to-date Billposters, Distributors and General Out-door Advertisers. Control all Boards and Advertising Space in Marion, pop. 22,000; Jonesboro, 3,000; Gas City, 5,000; Fairmount, 4,000. Total 34,000. All boards on Electric Pan Handle, Big Four and Clover Leaf Lines. Capacity 4,000 sheets

---

H. K. APPLE, Bill Poster and General Advertiser. Satisfaction Guaranteed. Private space. Member National Association. This Association guarantees the work of all its members Try them.

709 Philadelphia Street, INDIANA, PA.

J. GARLICK,

City Bill Poster, Distributor

AND ADVERTISING SIGN PAINTER,

633 Commercial Place,

New Orleans.

AKER & KENNEDY, Reliable Billposters and Distributors, Iron River, Wis. They cover Bayfield, Douglas and Ashland Counties. Write them

---

We take special pleasure in announcing that we have been elected to membership in the International Association of Distributors at Dunmore and

SCRANTON, PA.

and we will guarantee to uphold the dignity of the Association at all times. Our work can be depended on.

REESE & LONG.

PUEBLO, COLO. I am still distributing, still doing good work at the same old stand.

JESSE MITCHELL.

THE LEADING SHOW PRINTERS (LITHOGRAPHIC OR BLOCK) IN THE UNITED STATES USE

THE AULT & WIBORG CO'S POSTER INKS

ARE YOU ONE OF THEM? THE AULT & WIBORG CO. CINCINNATI, NEW YORK, CHICAGO, ST. LOUIS.

I DISTRIBUTE from house to house, and I tack signs. That is all I do.

I make a business of just those two things, and I contend that I do either much better than a firm that endeavors to do billposting, sign painting, distributing and sign tacking.

I can give my work closer attention because I have less to occupy my time.

My Address is

W. H. STEINBRENNER,

519 Main St., Cincinnati, O.

OAKLAND, CAL.

According to the census of 1890, had a population of 48,682 The police census of 1895, gave it 52,986. Experts now estimate it at 60,000. It is a good town. A residence town. A city of homes. I distribute Oakland. I have good references, and further more, I am a member of the International Association of Distributors and Will. A. Molton's Agency. Whenever you want to distribute Oakland, send the matter to

W. B. PORTER, 408 Tenth St., OAKLAND, CAL.

***REMEMBER,* ☞ RED BANK, N. J.**

And don't fail to send your matter to L. O. Summersett, Manager of The Evans & Summersett Advertising Co. The honest distributors. Members I. A. of D. Remember the name, L. O. Summersett.

BOX 809 RED BANK, N. J.

For Coupon Book and Strip..... **Tickets**

WRITE C. F. ANSELL,

140-142 MONROE ST. CHICAGO.

J. H. HAYNES & SONS,

Sign Tacking, Sampling, Distributing. Cover 6 towns, population 10,000. Member I. A. of D. No boys—all men. 262 Mulberry Street,

IRONTON, O.

HARKNESS BILL... POSTER.

New Boards. Locations the Best.

STOCKTON, CAL.

A SPECIAL OFFER

—OF—

Business

The Office Paper

Send 15 Cents for a Three Months' Trial Subscription.

BUSINESS deals with Office Management, Routine and Methods, Accounting, Advertising, Economics in its relation to Finance, Transportation, Manufacturing, Commerce, Business Legislation, Credits and Collections. It is a paper every business man should have in his office.

SUBSCRIPTION $1.00 A YEAR.

BUSINESS PUBLISHING CO.,
13 Astor Place, New York.

WARNING!

HONOR no drafts on us by a certain W. S. Westwood. Should he present any, detain him and wire us

The BAKER-LEVY CHEMICAL CO.,

Chicago, Ill.

JIM BROWN, of BROOKSTON, IND.,

BILLPOSTER and DISTRIBUTOR.

☞ All Work Guaranteed.

HUTCHINSON, KAS. Population, 10,000.

W. A LOE, City Bill Poster, controls all the billboards. Bill posting, distributing and tacking solicited. Office, 102 Opera House Block.

DAYTON, O. MONTGOMERY COUNTY ADVERTISING CO.

Distributors. Sign Tackers and Gen'l Advertisers.

Members of the International Ass'n of Distributors. | JAS. B. McCONNOR, Manager.

THE MANHATTAN PRESS-CLIPPING BUREAU.

ARTHUR CASSOT, Manager.

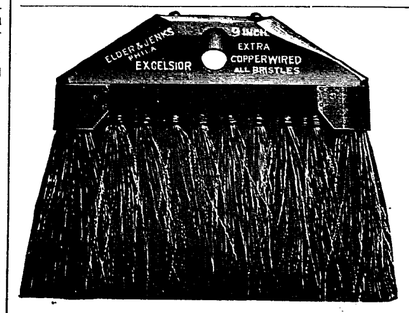
NEW YORK. LONDON.

(Knickerbocker Building.)

Cor. 5th Ave. and 14th St., New York.

Will supply you with all personal reference and clippings on any subject from all the papers and periodicals published here and abroad. Our large staff of readers can gather for you more valuable material on any current subject than you can get in a life-time.

TERMS: 100 clippings, $5.00; 250 clippings, $12.00; 500 clippings, $22.00; 1,000 clippings, $40.00.



Bill Posters' Paste Brushes.

The most practical Brush made. Copper wired and protected corners.

Improved Light Weight Block.

VERY STRONG, WITH SAFETY SCREWS.

GRAY RUSSIAN BRISTLES.

Quaker City, 9-inch, $24.00 per dozen, $2.50 each.
Excelsior, 9-inch, $30.00 per dozen, $3.00 each.
Extra Extra, 9-inch, for circus use, $39.00 per dozen, $3.75 each.

BLACK CHINA BRISTLES.

No. 1, Royal, 9-inch, $21.00 per dozen, $2.25 each.
No. 2, Royal, 9-inch, $27 00 per dozen, $2.50 each.
No. 3, Royal, 9-inch, $30.00 per dozen, $3.00 each.
8-foot Curved Handles, 50 cents each.

ELDER & JENKS, Brush Makers,

127 North 5th St., Philadelphia, Pa., U. S. A.

Notice to National Advertisers.

WE have recently joined the International Association of Distributors, and are prepared to cover Tioga County, Penn., and a few towns outside, embracing a population of 60,000, with house to house distribution (handed in), and sign tacking. Have the best facilities of any plant in Northern Pennsylvania for posting. Our COUNTRY ROUTES cover over 300 miles of principal roads, nearly 50 towns. Can give a guaranteed listed and protected 30 days' showing; prices and estimates, on amount of matter necessary to cover territory thoroughly, furnished on application.

THE W. D. HUSTED ADVERTISING CO.

References—Dun or Bradstreet, Ross & Williams, Bank, or any local merchant. 67 MAIN ST., MANSFIELD, PENN.

MEMPHIS, TENN.
VAN BEUREN & CO.,
Bill Posters and Distributors. 43 GAYOSO St.

ALLEN'S PRESS CLIPPING BUREAU
Deals in all kinds of NEWSPAPER INFORMATION. Advance reports on all contract work. Main office, 510 Montgomery street, SAN FRANCISCO.

TAMAQUA, PA. Pop. 8,000. Bill Poster, Distributor and Sign Tacker. Geo. A. Jacobs, L. B. 446. Member I. A. of D. ††

FRANK LITTLE & SON, Bill Poster and Distributor. PORTLAND, MICH. Pop. 2,000.

In offering the services of the

United Press News Bureau

We beg to announce that we have succeeded to and united the several business interests heretofore conducted by the Register Press Clipping Bureau, the Press Cutting Co., the United Press Clipping Bureau, and the E. S. Morrison Press Clipping Bureau.

We are now occupying a space of eight large offices

With a carefully trained force of proficient readers.

And have an exchange list that thoroughly covers every section of the United States and Canada

We feel no hesitancy in asserting that we can fill any order entrusted to us.

Service equal to the best at a price as low as he lowest.

New customers we will serve on trial for two weeks, without charge, provided that if we get an order we charge from the start.

We solicit your patronage.

Respectfully,

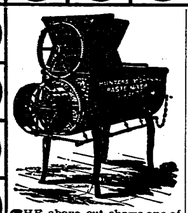
Untied Press News Bureau,
134 VAN BUREN ST.,
CHICAGO.

Wilmington Bill Posting and Distributing Co.,

WILMINGTON, DEL.
POPULATION OF CITY, 75,000.

JESSE K. BAYLIS, GEO. W. JACKSON, } PROPRIETORS

OFFICE: GRAND OPERA HOUSE.††



THE above cut shows one of our Paste Mixers for Bill Posters. We make three grades (Good, Better, Best). Prices to suit all. Our catalogue tells all about them. It is sent free on application.

THE BILLPOSTER
of a town ought to supply the town with all the paste it uses. This trade belongs to the billposter. It is his by right.

OUR MACHINE:::
will enable you to do it. It will make the best paste so cheaply that you can drive all competition out of the market.

Take a Minute and a Postal—Write us and we will tell you all about it.

J. H. DAY & CO.
1144 R. Harrison Ave. Cincinnati, O.

IT'S ALL RIGHT NOW.

Louisville, Ky.
THE WAR IS OVER.
THE FALLS CITY BILL POSTING CO.

Has absorbed the Heverin Bill Posting Co., and now controls all boards and posting stations in the metropolis of Kentucky.

REMEMBER THE GAIN
IF WE DO YOUR DISTRIBUTING.
The Owen Distributing Service
91 SHELBY ST., DETROIT, MICH.
Members I. A. of D.

DE VAUGHN BROS., DISTRIBUTORS, McDONOUGH COUNTY, BUSHNELL, ILL.

NEWPORT KY. the metropolis of Campbell County, and Dayton, Bellevue, and Brilliant, and 7 minor cities. Our Boards reach a gross population of 60,000. G. H. Otting & Son
Member A. B. P. & I. A. D. York St., Newport, Ky.
Sole Licen ed Bill Posters in Campbell County

ACCOUNTICS.
A monthly magazine devoted to Account ing as the vital element of business. I contains the leading papers and debates o all the Accountant's Associations, togethe with original inquiries and investigations The most eminent accountants are con tributors.

SCIENCE OF ACCOUNTS.
ART OF BOOK-KEEPING.

ACCOUNTICS answers questions in higher accounting and book-keeping practice; contains independent Reviews and Criticisms of books on Accounting and Encomic topics; fully illustrated; carefully printed; edited by A. O. KITTREDGE. Subscription One Dollar a year.

Accountics' Association,
Wool Exchange, New York.

E. M. FRITZ
BILL POSTING AND DISTRIBUTING
OSKALOOSA, IOWA.

ST PAUL AND MINNEAPOLIS DISTRIBUTING CO.
Samples and Advertising Matter Thoroughly Distributed. W. F. SMITH, Manager. Main Office, 34 East Third Street, St. Paul. 19

drop a nickel in an envelope addressed The Ad Sense Company No. 160 Washington Street Chicago and get a Sample Copy of **Ad Sense** a Journal of Advertising and Business Methods a Happy Combination of Sense and Good Printing

CITY BILL POSTING CO.,
HARRY B. BUSSING, Manager.
NORWALK, CONN.
28

MIDLAND ADVERTISING CO.,
JOSEPH REID, Manager.
LICENSED DISTRIBUTORS,
Members I. A. of D.
617 Grand Ave., KANSAS CITY, MO.

JOHN T. WILLIAMS SECRETARY AND MANAGER,
Northwestern Bill Posting Co.
H. F. TODD, ASSISTANT MANAGER.
MEMBER OF THE INTERNATIONAL ASSOCIATION OF DISTRIBUTORS.
346 MORRISON ST., POP. 90,000.
PORTLAND, ORE.

Use Hennegan's Stock Letter Stands to Boom the Holiday Trade.

THERE are printers and printers—good, bad, and indifferent—mostly the latter. For this reason business men have gotten the idea that printing is pretty much the same the world over. Nothing could be more erroneous. There is as much difference—as many grades in printing as there are in printers. If you want good printing—printing that is clean, sharp, and well ordered, write us about it.

HENNEGAN & CO.

QUICK PRINTING

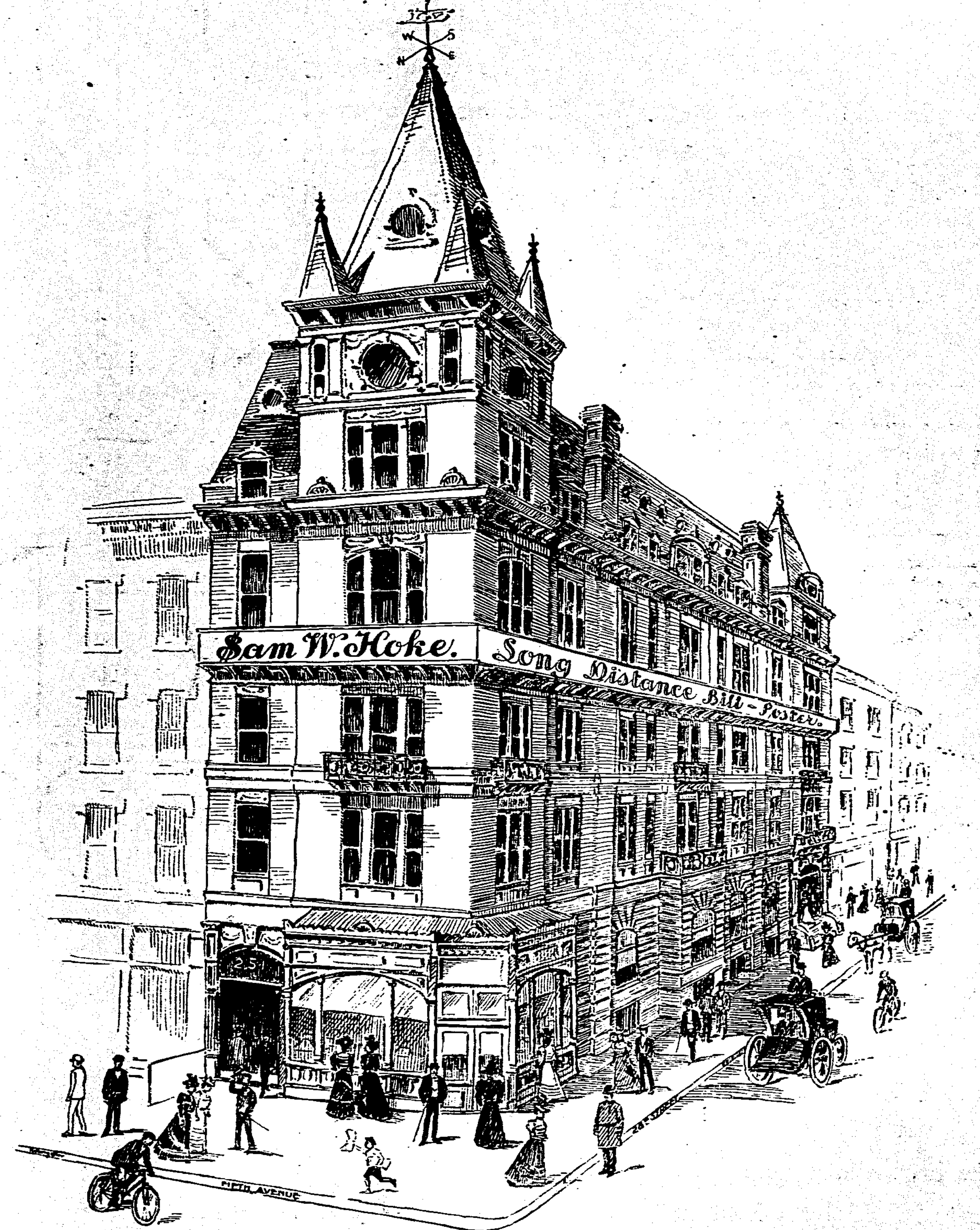
Cincinnati, Ohio.

WE are well aware, too, that printers promises carry but little weight. The average printer will promise to deliver a job three, four, five, or six days earlier than he knows in his heart it will take to finish it. We do not. We will tell you just exactly the hour that your work will be completed. You will not get it one minute sooner, and by that same token, you will not have to wait a minute longer.

Hennegan's "Bargain Day Posters" will Increase Your Business

SUCCESSFUL BILLPOSTING

COSTS THE SAME AS THE OTHER KINDS,
WHICH KIND WILL YOU TAKE?



THE newspaper advertiser has long since ceased trying to attend to the details himself; he has wisely placed the matter in the hands of some one of the hundred or more reputable advertising agencies.

These agencies are all right in their line, but they don't understand billposting.

I have studied billposting for years; I have placed billposting for some of the largest concerns in America.

I do nothing but billposting and poster printing.

I have placed billposting in nearly every town or city in America of 500 population and up.

I have personally inspected the plants of a large proportion of them.

There is not a billposter in America that does not know me, or of me. And they all know that an order from me is as good as the cash in hand—providing the work is done right.

Most of the people whose posting I have placed are still using the billboards, and still placing the work through my agency. I can't guarantee business success, but all the same, my clients are among the successful users of the billboards.

Any article that is used, or that could, would or should be used by the general public, can be successfully advertised on the billboards alone. It can, in some instances, be advertised better, in combination with distributing circulars and samples. In some instances, it can be done best in connection with several other methods of advertising.

I am prepared to take entire charge of your poster work; to design, lithograph or print the poster, and to ship it to the various points, and to place it upon the best locations of the best billboards belonging to the best billposters in any city in the United States.

$am W. Hoke

Long Distance Billposter. 251 FIFTH AVENUE, N. E. Cor. 28th St.

Phone 2074-38.

NEW YORK CITY.

CAUTION.—Be sure you get Hoke, $am Hoke, $am W. Hoke. Refuse all substitutes and imitations.

THE BILLBOARD

VOL. X., No. 11. CINCINNATI, NOVEMBER 1, 1898. PRICE 10 CENTS PER YEAR, $1.00

You never saw a business house
That grew to mammoth size,
Unless its head or manager,
Knew how to advertise.

How to Advertise a Whisky and Get Your Money Back.

I want to say at the beginning that although born a Colonel, I know very little about whiskies. But in the course of a number of years devoted to advertising, I have seen a great many whiskies advertised, and in the course of business I have rubbed elbows with a great many saloon keepers, and have been given to understand that pretty nearly every saloon and bar in the land has at least one bottle of every prominent whisky that has ever been advertised.

There seems to be no difficulty in disposing of one bottle of the advertised article to the retail trade; the only difficulty being that that one bottle seems to last forever—just as many cigar retailers make one box of imported Henry Clays last forever.

Cigar manufacturers have a law in their favor which does not apply to whiskies: It is illegal for a cigar dealer, or any one else, to put cigars into an old cigar box, and the penalty for so doing is very severe.

The only law, however, against "putting new wine into old bottles" is the Scriptural injunction, and this does not seem to be widely known to the retailers of whiskies.

The Music Hall people adopted, quite a long while ago, a plan to prevent their waiters from taking advantage of their patrons who desired red liquor. Their plan was to furnish an ounce bottle, holding just enough whisky for an ordinary "dram." This bottle they labelled with the name of the brand and the price to be charged for it; in this manner the recipient knew if he was paying 25 cents for the drink of whisky, that the waiter was also paying 25 cents at the bar, and was not supplying him with something that cost the waiter a dime.

Now, if I were a millionaire distiller, and should wish to spend $100,000 in advertising some brand of whisky, I would endeavor to profit by the experience of the Music Hall managers; and while I would bottle it in quarts and pints, as is customary now, I would also bottle it in phials suitable for a single drink, tying a small corkscrew to the side of the bottle, and I would have the name of the article blown in the bottle, and also imprinted on the label that covers the cork.

I would then warn the imbiber to be sure that when he wanted a drink of Van Bibber whisky, to see that he gets a bottle that has never been opened, and that he notices particularly that the maker's name and trade mark are blown upon the bottle, and appear on the label covering the cork.

I would use a 24-sheet or a 28-sheet poster, and would devote, say twenty sheets, to displaying the name of the brand, and then use about eight sheets for small print, telling how the whisky is bottled. It is customary to advise against any small print on a poster, and I am among those who believe that way; in spite of which I say, make the poster big enough, anyhow, and then put the small print in some additional space and tack on at the end. It will be read; not every time the balance of the poster is read, but it will be read one time by all, and when they see the poster and the small type in future, they will remember what the small type said.

By the way, is there a "Van Bibber" whisky? If not, what's the matter with that name for a new brand? It's a good-enough name for a cigarette.

"I would then warn the imbiber to be sure that when he wanted a drink of Van Bibber whisky to see that he gets a bottle that has never been opened, and that he notices particularly that the maker's name and trade mark are blown upon the bottle, and appear on the label covering the cork. I would have a signature on the cork label, the counterfeiting of which would be a felony."

THOMAS J. MURPHY,
Of Brooklyn, N. Y.

A Nut for the Knockers.

If billboard advertising is not superior to newspaper space, why is it on the increase, while the latter wanes? Why are prominent advertisers, men who possess wide experience, acumen and sound judgment increasing their orders for posters, and constantly cutting down their appropriations for newspapers?

In a recent interview Charles B. Cooke, the president of the J. A. Pozzoni Pharmacal Co., of St. Louis (Pozzoni's Complexion Powder), said: "We patronize the billboards and street cars. They give quick publicity, and stand out before the people where they must be seen. We do general sampling with our powder, and believe it to be one of the best ways of advertising, as there is nothing so satisfactory to the consumer as an actual test of the goods she is about to use. We do not distribute samples promiscuously, but have them delivered to the lady of the house, and we do it in the following way: We wrap a small picture card, a sample powder and a booklet in a piece of ordinary manila paper. It is tied with a white string, no printing whatever on the outside. These packages are taken through the best residence portions of the city; our distributor rings the door-bell, and the package is handed to whoever may come to the door, with the information that it is for the lady of the house. It must be delivered to the lady of the house, as it is tied up and the servant can not see what it is, and she has no right or authority to open it. We take this extra precaution and trouble because in a great many instances, when a door-bell is answered by a servant girl, the sample would otherwise fall into her hands."

Thomas J. Murphy.

Thomas J. Murphy, whose portrait adorns our first page this month, is President of the American Bill Posting Co. of Brooklyn and Pittsburg and Allegheny, Pa. He is one of nature's noblemen. Jovial in disposition, he can sing a song or tell a funny story with the best of them. We could best convey an idea of Murphy's personality by recounting some of his stories, but that is impossible.

Aside from the fact that their peculiarities (the story of Murphy's dog, for instance) render them difficult to put in type. No one can tell them but Murphy.

Mr. Murphy is one of the few bill posters of the olden times who has kept up with the demands and requirements of the new school. He is a great traveler. He has covered Europe and the British Isles thoroughly several times, and has even gone as far as Egypt and the Holy Land.

Palmer Cox Again.

Reply to a Critic.

Mill Run, Pa., Oct. 17, 1898.

Editor "The Billboard:"

Dear Sir—Kindly accepting evidence of Brownies in Scottish folk-lore, offered by the Rev. Alexander Dick, of Meridan, N. Y., in last issue of "The Billboard," I alluded to the evolution of the Brownie idea by Palmer Cox in line and on the same plan of thought, implying an achievement similar to the person who transformed coarse-featured Puck, of "Midsummer Night's Dream," into the sleek, yet half clad youngster, who mischievously remarks: "What fools these mortals be!"

The practical points conveyed by the lesson are wisely observed by my friendly critic; but he should be impressed that by the same liberty of interpretation bestowed upon the phrase, "invented and peopled," as applied to "the irresistible and ubiquitous Brownies," and when applied to Inventors (?) and their Inventions (?), we all would say a long and last farewell to Bell, Edison, Fulton, Morse, and hosts of celebrities. Their names and achievements will live!

Very respectfully,
ALLEN E. HARBAUGH.

If American advertisers will but assert their Americanism exhibits from the United States will be conspicuous by their absence. Frenchmen are engaged in offering American tourists every insult that a rabid ingenuity can devise. They never overlook a chance to manifest their sympathy for Spain. Boycott the Paris show.

(Special Correspondence to "The Billboard").

The quarantines in the South have played hob with the fairs this season. Meridian has postponed her dates in the hopes that early frosts will admit of a successful meeting. There is a lot of foolishness in the quarantine law. There is no more danger of an epidemic of yellow fever in these days than there is of one of cholera.

There are many "doing" going on in Boston, if the newspapers are to be believed. Donnelly's men are having fun with the boards belonging to the Columbia Theatre, and the Municipal Court was having fun with Donnelly's men. At least, that was the case at our last account.

Row Between Advertiser and Billposter.

The Southern Bill Posting Co., of Knoxville, Tenn., received twenty-five Early Bird Tobacco, 16-sheets, from $am Hoke September 20, and sent in list October 11, dating the list September 20. Dan Hall, representing the manufacturers, called on the bill poster, a Mr. Barnes, October 5, and reported to his house that only one stand had been posted.

The list of locations was sent to Hall to check up, and on failing to find the paper where listed, he called again on Mr. Barnes and asked for an explanation. The explanation terminated in Mr. Hall being ejected from the office to the street, where he awaited his assailant.

After the final encounter both parties claim the victory, and proudly tell you to "look at the other fellow's eyes." And both parties still claim to be in the right, the bill poster claiming the paper is up, and the advertiser claiming it has not been up—and there you are.

Mr. Hoke states that inspectors from all other towns are loud in their praises of the way the bill posters have done their work, Knoxville being the only snag encountered by this new convert to the bill boards.

One step won't take you very far,
You've got to keep on walking;
One word won't tell folks what you are,
You've got to keep on talking.
One inch won't make you very tall,
You've got to keep on growing;
One little "ad." won't do it all,
You've got to keep 'em going.
—Publicity (London, Eng.)

BILL POSTERS DEPARTMENT

THE IRREPRESSIBLE BILLPOSTER.

He was an advertising man
Whose business was to post the bills
Which tell how every ailment can
Be cured by taking Bunkum's pills.

He wandered over all the earth,
And posted without stay or stint,
Till every tree proclaimed the worth
Of Bunkum's pills in staring print.

The ships displayed upon their sails
The virtues of those magic spheres;
They shrieked aloud from hills and vales
Till artists were reduced to tears.

At last his earthly work was done,
And each square foot was occupied;
He could not reach the moon and sun,
And so he laid him down and died.

And Satan, walking round his halls,
Among the throngs of the accursed,
Saw chalked upon the burning walls,
"Try Bunkam's pills to quench your thirst!"
—Los Express (Cal.).

Big Strike.

Billposters of Greater New York Are Out.

There is a big strike on against the three big billposting firms of New York, viz., Harry Munson, A. Van Beuren & Co. and Reagan & Clark.

The News of October 19 says:

Fifty members of Billposter's Union 1 were ordered to strike to-day by Delegate Thomas A. Sheehan in the shops of A. Van Beuren & Co., 128 Fourth avenue; Reagan & Clark, 21 Ann street, and Harry Munson, 4 Murray street, because they refused to sign the new agreement of the organization, although they had agreed to nearly all the demands in that document. The demands are as follows:

Not to employ a bill poster or distributor in New York City except those being members of the Billposters' Union 1, or such others as will be recognized by them through affiliation; that from October 17, 1898, nine hours shall constitute a day's work, work to commence at 7:30 a. m., and end at 5 p. m., one-half hour being allowed at noon for dinner on Monday, Tuesday, Wednesday, Thursday and Friday; that on Saturday work shall commence at 7:30 a. m. and end at 5:30 p. m., with half an hour for dinner at noon; that salary for steady men shall be $14 per week, rain or shine, and all extra routes shall be paid $1 per route, a route to consist of two and one-half hours' work; that all extra men employed on the wagons or on foot routes posting three sheets or stands shall be paid at the rate of $2.50 per day; that snipers are to be paid at the rate of $10 per week, work to commence at 7:30 a. m. and end at 5 p. m., with one hour for dinner at noon, all extra routes for snippers to be paid $1 per route—a route to consist of two and one-half hours' work; that all employees shall be paid on Saturday of each week, up to and including the preceding Saturday evening overtime.

The Evening World of the same date says:

Fifty members of Billposters' Union No. 1 are on strike to-day from the shops of three leading firms, including A. Van Beuren & Co., Harry Munson and Reagan & Clark. The trouble was caused by the refusal of the employers to sign an agreement for a year from October 17, stipulating among other things that union men only were to be employed and that nine hours should constitute a day's work.

The firms say they are willing to accede to the demands, but will not sign an agreement.

The Journal of October 20 said:

A strike of fifty members of Billposters' Union No. 1 was ordered yesterday by Delegate Thomas A. Sheehan, in the shops of A. Van Beuren & Co., No. 128 Fourth avenue; Reagan & Clark, No. 21 Ann street, and H. Munson, No. 4 Murray street. The strike was ordered to enforce the recognition of the union, the union wages of $14 a week, and union hours.

There is a close alliance existing between the three employing firms, and they are jointly advertising for men to fill the strikers' places.

THE STRIKERS' SIDE.

Under date of October 20, Mr. T. A. Sheehan, walking delegate of the Journeymen Billposters' Union, writes as follows:

Editor of "The Billboard":

You have doubtless learned of the strike ere this. Our grievance is that we want an agreement signed by the firms for one year, but they will only give us their verbal word. Our agreement has been endorsed by the Miscellaneous Section of the Central Labor Union of New York, and we have all our men out to a man, and intend to stay out, as we think our cause a just one.

We have been out since Tuesday, October 17, and have had all the shops tied up. We have all our men still in the theatres, as they do extra work independent of the billposting firm. We have three hundred members and a good financial treasury.

Hoping you will give this a prominent place in "The Billboard," We remain,

T. A. SHEEHAN, Walking Delegate.

THE OTHER SIDE.

New York, October 24, 1898.

The "Billboard" Publishing Co.,
Cincinnati, Ohio.

Gentlemen—Your advice of the 21st inst., was received this a. m., and we note the information from Mr. Sheehan, billposter, this city, and his claim of a victory in regard to the strike in New York.

Relative to this matter, will say that Mr. Sheehan is the walking delegate for the Billposters' Association of Greater New York, which comprises a membership of 250 men, and only about 15 per cent of the rat billposting association are practical billposters, working for the firms of A. Van Beuren & Co., H. Munson and Reagan & Clark, and the balance constitutes the rat and ash barrel billposting element. They have lately come under the control and direction of the Central Labor Union, who have sent fluent talkers to the Billposters' Union at their weekly meetings Sunday afternoons, and consequently, they have the regular billposters worked up and laboring under the idea that they are expert and should receive salaries from $2.50 to $3 per day. The union then demanded this rate of wages from us, giving us three or four hours to decide and sign a contract for one year, and this the three billposting firms mentioned declined to consider, as the time given to look the matter up and consult with our attorney was not sufficient for us to decide upon. As a result, the billposters in the employ of the three firms went out on a strike the 18th inst., and are still out.

The principal billposting firms in all the large cities from Chicago to Bangor, Me., have sent us all the help we require at present, although some of these billposters are only loaned us by the billposting firms in the adjacent cities. We are, therefore, open for first-class, intelligent billposters, American citizens, who know their trade and willing to accept steady employment at $2 per week.

The three billposting firms mentioned are working jointly from A. Van Beuren's shops at No. 128 Fourth avenue, downtown, and also from H. Munson's shops at East Twenty-sixth street, covering the uptown territory. The theatrical work was all completed last week and everything finished in first-class shape. We start in this morning on the same lines as last week, with practically all the help we require.

Under no circumstances will the rat-ash-barrel element among the billposters in this city dominate the situation for the three billposting firms mentioned in the future, and our old employes will only be taken back as individuals after they have resigned from the rat billposting union. It seems a pity that a bright, intelligent class of billposters who know their trade should permit themselves to be dominated over by such an element, who, to say the least are of a very savory character in connection with the billposters' fraternity, and, we believe, recognized no where on the face of the earth, or ever have been, except as "rats" in the trade.

With kind regards, we beg to remain,

Yours very truly,
A. VAN BEUREN & CO.

There is nothing new regarding the rumored consolidation of The R. J. Gunning Co. and the Western Ad-Sign Syndicate. There is a hitch in the negotiations, but no one but the parties interested know where it is.

President O'Mealia has called a meeting of the Executive Committe of the A. B. P. for November 15, at the Bartholdi, New York.

A Bad Portrait of a Fine Board—The Pride of Chapman's Cincinnati Holdings.

Chicago.

Took a Costly Boat Ride—P. F. Shaefer Is Robbed of $700 in Money and Jewelry, and Has One Man Arrested.

P. F. Schaefer, manager of the Chicago Bill Posting Company, 395 and 397 West Harrison street, caused the arrest September 27 of John Ryan, charging him with being an accessory to larceny. Detectives De Roche and Muibrandon, of the Central Station, are searching for two men who, in Ryan's presence, robbed Schaefer of nearly $700 in money and jewelry.

Schaefer says he met the men Sunday night on Washington street, and accompanied them to the foot of Van Buren street, where they hired a boat for a ride on the lake. Ryan was engaged to row the boat. During an hour spent on the lake, Schaefer says, he drank from a bottle handed him by one of the men, and soon afterward lost consciousness. He thinks he was drugged. When he recovered his senses he was on the pier at Van Buren street, with Ryan near him. He found he had been robbed of a gold watch worth $175, two diamonds valued at $350, and $160 in currency. He asked Ryan what had happened, and the boatman told him he had fallen asleep and his companion had been unable to arouse him. They had left 20 minutes before Schaefer revived.

Ryan told Detectives De Roche and Mulbrandon he saw Schaefer's companions shake him and bend over him in the boat when, it is supposed, the unconscious man was robbed.

Los Angeles.

Billboard Battle—Merchants' Ad Sign Co. Gets Judgment Against L. A. Bill Co.

Another skirmish in the battle of the local bill board companies was enacted before Judge Allen, September 22, between the Merchants' Ad Sign Company and E. W. Campbell and the Los Angeles Bill Posting Company. The fight was one-sided from start to finish, as the Merchants Ad Sign Company won hands down.

The Merchants' Company was plaintiff in two suits. One was against the Los Angeles Posting Company, in which the plaintiff asked judgment for the sum of $5,000 as damages, and also that the company be restrained from engaging in conducting a bill posting business. The Merchants' Company, in September, 1897, purchased the good-will and appliances of the City Bill Posting Company, which was owned by E. W. Campbell. A year later Campbell engaged in business and as a result the present suit followed. In this action the court gave judgment in the sum of $1,200. In the second action, which was on the same ground, the court granted a restraining order, enjoining the defendants from engaging in such business.

Philadelphia.

Death of William J. Nagle.

William J. Nagle, for many years a well-known bill poster of this city, died at his residence, September 23, after an illness lasting over a year. He was fifty-seven years of age, having been born in April, 1841. He started business when a very young man as a clear manufacturer, but soon left that vocation and went into the bill posting business, in the basement of the old Sheriff's Office, on Chestnut street, above Fifth, where he continued until 1891, when he retired. He was a member of the Masonic Order, the Elks, the Odd Fellows, and other organizations. Mr. Nagle leaves a widow, two sons and two daughters.

Every bill poster in America ought to have a display ad in our Christmas edition, which will be issued November 28 next. The last form closes November 26.

Information for Drivers.

Every bill poster who has ever made a country route will appreciate the following compilation from the pen of Bert Scott, proprietor of The Capitol, 209 W. Fifth street, Kansas City, Mo.:

It is customary for the driver to carry water.

Drivers are supposed to pay for their dinner in the country.

Yes, we see lots of country.

We do not know anything about crops.

Paste is made of flour and will not hurt you.

We can draw money whenever we want it.

We do not get to see the show.

We do not know where the show is going from here.

We do not print the bills on the cars.

We do not think drivers would make good bill posters.

The East is the best for shows.

No, this is not hard work.

We are all married and do not do any mashing.

The show gets in the morning of the show.

Yes, the agent is good to us.

The balloon goes up after the afternoon show.

The show has 26 elephants.

The people with the show eat in the cook tent.

The show has 73 cars.

Rajah is the largest elephant on earth.

For further information inquire of Bert Scott and Harry A. Gray, back with the show.

Don't Give All to the Circus.

When the circus agent comes along, and says he wants all your bill boards, tell him that you have to retain a portion of your space for commercial work; tell him that you depend on commercial work for a living eleven months out of the twelve, and that such work is therefore of consequence.

The agent will object to this arrangement; will declare that he must have all your boards or none; will go off and buy lumber and hire carpenters and start into building boards of his own.

Let him go ahead. When he gets his boards built, he will come to you and take your space also; and in addition, he will sell you his newly-built lumber at about one-half value, and you are well fixed for the coming year for commercial work, theatrical work and also for the next circus.

The circus agent is a splendid bluffer, but there are a few bill posters that he don't bluff, among whom may be named the ex-bluffer, Bob Campbell, of Chicago. Campbell retains a portion of every bill board for use of his commercial work; he looks after the interests of the commercial advertiser at all times, and as a result posts more commercial paper than any other bill poster in the world. It is claimed that the American Advertising and Bill Posting Co., of Chicago, can post 1,200 24-sheet stands for an advertiser without duplicating in a single instance. And they have been all these boards because of a demand for them; and they have had a demand because they treat the advertiser right.

Quick Action With Lists.

The Associated Bill Posters, at their last meeting, passed a resolution requiring all members to send in lists of locations within three (3) days from date of posting, a failure to do so being punishable by forfeiture of the entire bill.

That law was passed in July. Many members were present when it was passed, and were instrumental in passing it. All others were promptly notified; in spite of which the quick list is still the exception rather than the rule. This is the experience of all the solicitors and all advertisers who send work direct, up to the present time.

There is only one way in which this law can be made effective, and that is to clap on the penalty.

The honest, conscientious bill poster, who posts the paper thoroughly and on good locations, and then through carelessness or forgetfulness fails to send in the list, is placing himself, in the eyes of the advertiser, on a par with the bill poster who is not so honest. A few well-directed digs at his pocket-book will cure his forgetfulness, and in a very short time there would be no cause for complaint, except against the very small percentage of fakers who have not yet been weeded out.

Buffalo.

The great bicycle contest came to an end September 26. Chas. P. Filbrick, the popular bill poster of this city, won the chief prize—a magnificent Shaw piano, valued at $400. The voting contest took place under the auspices of Norman E. Mack, proprietor of the Buffalo Daily and Sunday Times. Filbrick was declared the most popular wheelman in the city of Buffalo by 100,568 votes. His nearest competitor received but 72,580.

Louisville.

Articles incorporating the Consolidated Bill Posting Company were filed October 1 in the County Clerk's Office. The capital is 5,000, and the corporation results from the consolidation of the E. T. Heverin & Bro. Bill Posting Company and the Falls City Bill Posting Company.

Remember the last form of our Christmas special closes November 26. Send in your advertisement now.

Jesse J. Sinclair, El Reno, O. T.

A New Insect

Covered in Worcester—It Has Been Named Olearicus Blackmailicus—The Same Is Good, Especially the Terminable Syllable

The following excerpt is from the Gazette of October 7. It is very plain that Worcester or at least one Councilman at large who has to run in that burg, knows:

The City Council Committee on Ordinances under consideration a proposition to make a change in the rules governing the location of bill boards in the city, and Councilman O'Leary, who has been the father of orders which led up to this stage of the discussion, will ask the Committee to make an ordinance which will compel all bill posters to obtain a license for every board erected. At present the bill posters are licensed themselves, and they can erect boards wherever they can get the consent of the property owner. Mr. O'Leary thinks that this often results in financial loss to adjoining property-owners because of depreciation of property.

Mr. O'Leary introduced an order some time ago asking the City Solicitor for an opinion as to the rights of a poster to erect boards, and the opinion stated that every board should be licensed. This opinion was followed by an order which is now in the hands of the Committee on Ordinances. Mr. O'Leary will appear before the Committee and ask that the ordinances be changed so as to require posters to send in a petition to the License Board for each location. This petition should be advertised. Mr. O'Leary thinks, as applications for liquor licenses are advertised, and a hearing held if there is any remonstrance, that the hearing the Board can grant or refuse the petition as they see fit. Mr. O'Leary said this morning that he had in mind many cases of property which were damaged before adjacent property had been filled with boards, and he thinks some more definite action ought to be made.

San Francisco.

(Special Correspondence.)

About two months ago Mr. T. V. Maxwell, agent for the property on north-east corner of Market and City Hall Square, was arrested on a charge of misdemeanor for having erected a bulletin board 10 feet high and over 300 feet long on the top of the one-story building on the corner mentioned. The arrest was at the instance of the Chief of the Fire Department, who claimed that the permit issued by the Board of Supervisors under which the bulletin board was erected, was illegal. Mr. Maxwell appealed to the Superior Court from the action of the Police Court, and the case was heard by Judges Wallace, Cook and Borkenstein in bank, who, on the second instant, reversed the decision of the Police Court and discharged the defendant.

The board, owned by Owens and Varney, forms a grand display, as it fronts 160 feet on Market street, 200 feet on City Hall Square and 40 feet on City Hall avenue.

War in Portsmouth, O.

The Spanish-American war is over, but there is a little war going on in Portsmouth that is being fought to the bitter end on a somewhat limited scale.

This war is in theatrical circles, and is called by the spectators the "Bill Board War," the contending forces being led by Manager Ralph Johnson, of the opera house, and "Bob" Lodwick, the well known bill poster. Lodwick until recently was stage manager and bill poster of the opera house. Owing to a disagreement as to salary he resigned these positions. Lodwick owned a large number of the bill boards about the city, and the opera house owned a few. Since his retirement from the employ of Mr. Johnson, Mr. Lodwick has rented most of the boards claimed by the Opera House Company. He claims that Mr. Johnson remarked that he was going to drive him out of the business and that he rented the boards for his own protection. Anyway, as the matter stands, Mr. Johnson, in order to advertise his shows, finds it almost necessary to use Lodwick's boards, or not put up the paper of the companies. Lodwick yesterday got a contract for the big board on Chillicothe near Second, this being the best board in the city.

Manager Johnson is in the fight to stay, however, and will see it out. He will advertise his shows some way, and may build new boards all over the city. The "war" is exciting great interest in the theatrical colony in the city.—The Daily Times.

Cleveland, Ohio.

(Special Correspondence.)

The local theatrical managers of Cleveland, O., have got together and abolished the use of window lithographs. The parties to the agreement are the managers of The Opera House, the Lyceum Theatre, the Cleveland Theatre and the Star Theatre. The cause leading up to the action is the abuse of the pass system. Lithograph passes, of course, are now abolished. Three-sheet posters and stands will continue to be used as in the past. No sign-tacking or banners will be put out.

The Booklet.

In many cases the booklet is the only representative a firm sends out, so, that the prospective customer who receives it has no other means of forming an opinion than this important little messenger. It has been said that the clothes a man wears are an indication of his character, and it is true that we are very apt to form an opinion of him by his garb. In like manner the booklet becomes the medium through which the reader arrives at an opinion of the goods and the men who make them. If it presents an attractive appearance at first sight the opinion of the reader has been started on a favorable track, and each page perused, provided it is well written and illustrated, has a decided effect in confirming the first bias of the mind. —Art in Advertising.

Billposters' Notes.

Mr. F. P. Birmingham, agent for the P. J. Sorg Tobacco Co., wrote unsolicited the following letter to the Bennett Bill Posting Co., of Pt. Huron, Mich., after inspecting his work of "Spear Head" posting in that city. It speaks volumes for the good work given by the Bennett Bill Posting Co. to advertisers. Mr. Bennett informs us that all of his boards have been in constant use since May, and he has contracts to keep him busy for two month ahead. Following is the letter:

Detroit, Mich., Sept. 9, 1898.

Bennett Bill Posting Co., Pt. Huron, Mich.:

Gentlemen:—I am in receipt of your favor of the 22nd, and wish to state that I was in your city on the 23rd, and I also wish to state that the showing you gave me I shall not forget, as I think it was the best in the state. Thanking you for past favors, I remain

Yours truly, F. P. BIRMINBHAM,
Agent for Michigan, The P. J. Sorg Co. Plug Tobacco.

Printer's Ink, issue of October 12, takes a fall out of the official organ as follows:

"The National Society for Checking the Abuses of Public Advertising," is the name of a committee of 1,000 long-nosed individuals who are trying to limit bill board advertising in England. It is time to organize a "Society to Check the Growth of Unmitigated Asses."—The Billposter-Display Advertising.

G. Holtzhauer, of Newport, Ky., has ordered an immense edition of single sheets advertising his Consumption Cure. He will deal direct with bill posters, confining his efforts at first to Kentucky, Ohio and Indiana.

The W. O. Dean Co., of Canton, Ill., have ordered fiftythousand two-sheets, advertising a new brand of cigars. The American Advertising and Bill Posting Co., of Chicago, will place the posting. Donaldson did the printing.

A rumor had it that O. J. Gude Co. lost $100,000 by the failure of their bank. The report, owing to the magnitude of the loss, was not generally credited. In subsequent report the amount lost or tied up dwindled considerably. The last rumor made it $1,600.

Chas. Bernard, the city billposter of Savannah, Ga., was a "Billboard" caller October 27. Mr. Bernard closed his season with the Main shows October 22 at Burton, Ohio. He was en route to Savannah, and says he will hereafter devote all his time to billposting.

Speaking of the new consolidated bill posting company of Louisville, the Commercial of that city says:

The new concern is to be known as the Consolidated Bill Posting Company, with a capital of $5,000 in 100 shares, of $50 each, distributed as follows:

John H. and James P. Whallen, 25 shares each; L. H. Ramsey, R. Robinson and Otto Ufer, 16 2-3 shares each. The debt limit is fixed at $1,500. All of the stockholders, except Ramsey, who is from Lexington, are citizens of Louisville. Directors and officers are yet to be elected.

Mrs. Mulvihill promises better service. She is sincere, and advertisers and agents both will soon have little cause for complaint of the service in Omaha.

The bill posters' strike in New York, at the time of going to press, is just a muss, with both sides claiming the best of it.

Eugene Bryan, formerly with Bryan & Co., of Toledo, has entered the employ of the American Adv. and Bill posting Co., of Chicago, Ill.

Special Dispatch to The Billboard.

New York, October 27.

At the last meeting of the stockholders of the Paterson Billposting Company directors were elected as follows: O. J. Gude, F. E. Fish, H. Munsou, W. B. Lowden, Alexander Clark, Wm. Reagan and J. F. O'Mealia. The directors elected the following officers: O. J. Gude, president; J. F. O'Mealia, vice-president, W. B. Lowden, secretary; Alexander Clark treasurer

Illinois Billposters' Association.

At a meeting held September 28, the Illinois State Billposters' Association (subordinate to the Associated Billposters) elected the following officers, viz.: President, W. J. Horn; Vice President, W. K. Maxwell; Treasurer, Clarence E. Runey; Secretary, R. C. Campbell; Executive Committee, Runey, of Waukegan, Ill.; Horn, of Springfield, Ill.; Maxwell, of Lincoln, Ill.; Campbell, of Chicago, Ill.; Marvin, of Aurora, Ill.; Hamilton, of Urbana, Ill.; Bederman, of Joliet, Ill.

All of the above were members of the International Billposting Association (save Campbell), and all of them sent in their resignation to that organization.

Runey's defection is especially significant. He was one of the hardest workers the International had.

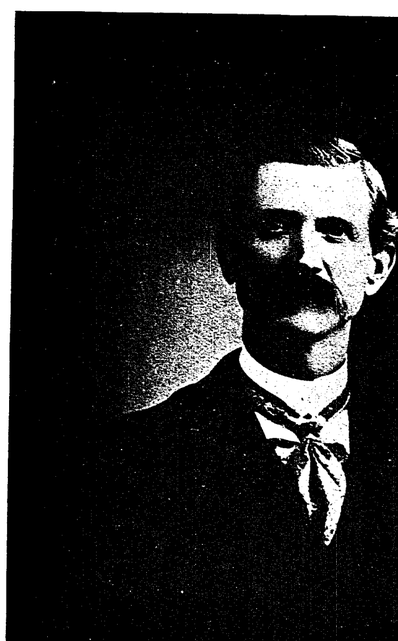
Runey has boards in all the towns between Evanston and Waukegan, and the American Advertising and Billposting Co. handles them as a suburban service.

Harvey Baker Smith.

The subject of our illustration on this page is Harvey Baker Smith, the billposter at Washington C. H., O., and he is a good fellow if ever there was one. Mr. Smith was born in Washington C. H., O., December 9, 1846. His father was general stock agent of the Pennsylvania Railroad for forty years, and Sheriff of Fayette County for four years.

Mr. Smith started in the billposting business in 1869. Up to three years ago he managed the opera house. He thinks he resigned the management in '95, but he is still the manager, so say those who ought to know.

He is a Republican and a lover of fine horses and bowling. He owns and runs a set of superb alleys. He is also the owner of considerable real estate. He boasts of the finest billposting plant in Ohio for its size.



Harvey Baker Smith, Washington C. H., Ohio.

LETTERS FROM THE EDITOR — A MONTHLY EXPERIENCE MEETING AND AN OPEN COURT

Ottawa, Ill., Oct. 13, 1898.

Editor "The Billboard":

Not having written "The Billboard" in regard to my business for some time, having been busy, I thought it might be interesting to some people to know a bill poster can increase his business by giving nothing but first-class service, and being prompt in his work. And also in the answering of letters of inquiry from advertisers in regard to one's business.

There is nothing I take more pleasure in than giving advertisers all the information I can about my business and in treating them all alike. That is the only way to do in order to be successful. I will now give you a partial list of the work I have handled in the last two months: Sixteen 12-sheets and ten 8-sheets for the American Tobacco Co., besides a contract for 1,000 sheets posted on all the county roads and in the country towns in La Salle County; seventy-five 1-sheets for the Illinois State Fair Association; thirty-one 1-sheets and 1,500 dodgers for Labor Day Bicycle Races at La Salle, Ill.; fifty 1-sheets for Ed. W. Vogt (local); two 24, six 8 and twenty 3-sheets for Lion Coffee, from the Illinois Bill Posting and Advertising Co. of Chicago; 1,400 ¼-sheets for Dr. Fernes, dentist (local); 525 entry lists for La Salle Races; twenty-five for Peru Peace Jubilee; 170 2-sheets of Dr. Pierce from "Hoke"; a six months' contract from Seavers & Co., of Joliet, Ill.; ten 12 and fifty 2-sheets of P. J. Sorg & Son's Anchor Tobacco from the American Advertising Bureau of St. Louis; five 16-sheets from Mr. Stahlbrodt, New York; a county contract of fifty-eight hand-painted 24-sheets and 1,000 1-sheets for the Ottawa Street Fair Association; 7,000 samples and 6,000 pieces of distributing matter for Dr. Chase, Philadelphia; 700 3-sheets for Monley Drug Co., Chicago, and 1,000 samples; also, a county contract for the Lydia E. Pinkham Co. Besides, I have three other large contracts for November.

Well, Mr. Editor, I think I will stop with this, as I think I have encroached on good nature, and if you publish this long letter I will thank you very much.

I must not forget to mention "The Billboard," and would say that I would not be without it. I do not get it often enough to suit me. Again thanking you for the space in its columns, I will close, with success to you and your paper.

CHAR. R. DUCKETT,
Manager Ottawa B. P. Co.

Meridian, Miss., Oct. 12, 1898.

Editor "The Billboard":

It is warm and sultry—weather here, and up to the present writing the yellow fever has not cut any ice with business.

Business in general is good. I have the following paper posted at present: American Tobacco Co., ten 12-sheet stands; Liggett & Myers, fifteen 8-sheets.

Mr. C. Cheek, salesman for Durham, visited the city, and gave me the following paper: one hundred 1-sheets Key West Cheroots; one hundred 1-sheets Durham Gold Leaf; one hundred 1-sheets Eureka Durham.

I tacked two hundred signs for Motley (Local); one hundred 2-sheets for Arky & Marks Put-and Shoe Man.; fifteen 3-sheets for L. H. Arky; five 16-sheet stands for Alex. Loeb; one hundred 1-sheets for the Real Fair that I spoke of in the last issue of the paper, which is to be the only up-to-date fair in this state, and is open to the world. The dates have been changed to November 14-19.

I have distributed 3,000 bills for the Meridian Fair, and posted three hundred 1-sheets. I am also figuring with the Fair Association to do their work in another town.

I have done distributing for the Wells, Richardson & Co. 3,000 almanacs, besides 3,000 books for the Lydia E. Pinkham Co. and 5,000 envelopes and 5,000 blotters. I have contracts for more work later on.

Uncle Sam has two regiments of soldiers encamped eighteen miles from here, which keeps the street lined up day and night with blue clothes.

L. D. HOFFER.

Pontiac, Mich., Oct. 15, 1898.

Editor "The Billboard":

Your October number arrived all safe, and the more I read it the better I like it. Please find enclosed one dollar for a year's subscription to your valuable paper.

Business is pretty good here now. I have just finished 2,000 for Dr. Miles' Medical Co. (Elkhart, Ind.), and besides I have more local work than I can attend to. I do not see how a man can put out advertising for a dollar a thousand and be honest. I can prove that he can not, and do his work right.

I often smile to see some of those traveling distributors come to this town. They sit on some corner, and have three or four boys working on the other end of the street, throwing them on the lawns. There was some work done here a short time ago for the Dr. Pierce's Co., of Buffalo. It was addressed to the "Mistress of the House." Three or four were thrown on each lawn. That is cheap distributing: boys work.

I was down to one of our printing offices not long ago, and they were very particular about the proof. I watched to see who did the distributing of this, and found two little boys at it. I found about 200 under a sidewalk. The boys were paid twenty-five cents per thousand. And yet advertisers wonder that they do not hear from their work.

I remain yours truly,
S. J. BURGESS.

Kingfisher, Okla., Oct. 10, 1898.

W. H. Steinbrenner:

Dear Sir and Bro.:—Yours of the 1st at hand. Please find enclosed $1.80. One dollar for name in "Billboard," and eighty cents for dues to I. A. of D. Association.

Distributing business is fair. Bill Posting is increasing. All boards are full of Ringling Bros. paper. The circus tent was crowded to its fullest capacity, about 16,000 people, so you see we have some amusement-loving citizens here. By the way, the Ringling Bros. are all gentlemen and business men. It is a pleasure to meet them in business.

I have for the boards now paper for "Schubert Symphony Club," four 5-sheets; Opera House paper for Drummond Tobacco Co., St. Louis; four 3 and 2-sheet paper for Prickley Ash Bitters Co.; paper for Cascaretts, four 5 and 1-sheets.

Bro. Nix, of Oklahoma City, is trying to start a territorial bill posting Co., but we have not heard the date of call for the same, but shall try and attend. I think it is a good thing.

Now, inreference to amendent to Act IX, by-laws of the I. A. of D., will say I shall hold the city of Kingfisher only.

With best wishes for all the success it merits, and that is lots, I remain

Yours respectfully,
W. A. NORTHUP.

Omaha, Oct. 6, 1898.

Editor "The Billboard":

I noticed in this issue of "The Billboard" that complaints have been made against Mrs. M. E. Mulvihill. The lady is an entire stranger to us, but I do know this, that we have heard fewer complaints from traveling men in regard to bill posting since Mrs. Mulvihill took charge of her husband's business; that the bill boards are better kept, and have been enlarged and improved since she took charge; that the posters are kept the full length of time before being covered up. Although we think the distributing branch could be greatly improved, we write this simply in justice to a woman who is struggling to support a helpless husband, knowing nothing of the cause of complaint against her mentioned in "The Billboard."

Yours truly,
FISCHER'S DIST. AGENCY,
1505 Farman St., Omaha, Neb.

Shelbyville, Ind., Oct. 12, 1898.

Editor "The Billboard":

Having long been notified by you that my letters were not objectionable, I will apologize for my long silence by saying that we have been too busy to look around or even draw a long breath.

We have since last report posted for Hamberger & Co.'s Harrison Cigar, To-na-wak Medicine, Tony Ashton's Circus, Foley's Kidney Cure, Duke's Mixture, Simmon's Liver Regulator, Beeman's Pepsin Gum, Battle Ax Plug, Seymour Street Fair, Lion Coffee, Butler County Fair, Schuyling Fair, Scaping Knife and Star Tobacco for Liggett & Myers, Sweet Wheat Gum for Royal Remedy & Ex. Co., of Dayton, O.; Horseless Tobacco for Drummond & Co.; also, much of the same coming from "Hoke."

Hoke also sends me a big push of Dr. Pierce's Golden Medical Discovery and Favorite Prescription paper, which makes a fine display, and more from Hoke for Wheatlet, Hamlins Wizard Oil in twelve 3 and 1-sheet displays.

I have had a quantity of signs for Battle Ax, and posted the whole county for it, taking in twenty-eight villages. I have posted Brookfield, Fountaintown and Fairland for Horseshoe Tobacco. We have distributed for Drs. Kerr & Kerr, Pink Pills, Star Soap Samples, The W. L. Douglas Shoe Co., of Brockton, Van Sickle, the great North American Hustler; for W. J. Brown, G. P. & T. A., at Detroit; Boston Med. Institute and 10,000 pamphlets for Chase Co. We also posted for the State Fair, and distributed for Dr. Goodrich, Dentist; Dr. Burkhart, of Cincinnati, and had several home jobs.

We feel thankful for prosperity, and have doubled our bill board capacity. We boast that no town of this size can show as many fine boards. We have billed the following shows for the opera house: "How Hopper Was Side-Tracked," "Rentfrau's Pathfinders," "Old Farmer Hopkins," "A Boy Wanted," "Uncle Josh Spruceby," "The Warscope" and several political meetings. We try to catch everything in sight, but old soldiers like myself often pray for better health to help us around the push.

I have always advocated painting new boards as they were put up, or better, paint both sides and edges of each board before nailing them on the frame, and I still hold it a good practice, but wish to further add—use the right kind of paint. This season I put up new board 10 by 55, and thinking I would be economical, mixed my own paint, simply using venitian red and raw oil, and I have been having trouble with that stand peeling every since. The oil keeps coming out, and I think it will take a year and a half for that thing to get seasoned and quit its weeping and peeling. Therefore, brothers, if you paint, paint with good bodied paint and some dryer.

I will not worry your patience further, but give some of the other boys a chance.

Respectfully,
CHAFEE.

Carmi, Ill., Oct. 11, 1898.

Editor "The Billboard":

As I never see anything from Southern Illinois in "The Billboard," I have concluded it is the fault of the bill posters. As for Carmi, business has been good all fall. Ringling Bros. Circus, September 5, and Buffalo Bill's Wild West Show, October 6, both drew immense crowds.

I have in the last thirty days posted ten 8-sheets for Liggett & Myers Tobacco Co., 100 1-sheets for Simmons Liver Regulator, ten 8-sheets for Battle Ax Tobacco, five 8-sheets for Old Virginia Cheroots, ten 3-sheets and twenty 1-sheets for Drummonds Tobacco Co., twelve 3-sheets and two 8-sheets for Lion Coffee, through Campbell; 200 sheets Cairo (Ill.) Free Street Fair, 150 sheets Eagles Circ Cope, twenty-five 2-sheets and three 12-sheets Anchor Tobacco, through Whalen, of St. Louis.

I distributed 5,000 books for Boston Medical Institute, of Chicago; 1,500 samples for Dr. Burkhart, 1,200 booklets and 200 signs for Caldwell's Pepsin Syrup Co., and tacked 100 Cross Bow signs for Drummond Tobacco Co.

Yours truly,
W. P. HUNTER, City Bill Poster.

Allensville, Ky., Oct. 11, 1898.

Editor "The Billboard":

As you have never received a letter from us, I thought we would write a few lines.

We are newcomers in the bill posting and distributing business, but have put up the tank of the city water works, at a height of 108 feet. On a clear day it can be seen from three to seven miles away. We claim that it is the highest bill posting tank the year 1898. Can any readers of "The Billboard" beat it? If so, sight us; we are from Texas.

The size of the stand was a 12-sheet, being one of the finest tobacco bills we ever saw, and being posted at that height, makes a very fine showing.

If any reader of "The Billboard" can give any more odd postings than this, we would be pleased to hear from him through the columns of "The Billboard."

Please set your calendar ahead so that "The Billboard" will reach us every two weeks. If it were not for it we do not know what we would do, as it is a very great help to any one who is in the bill posting business.

Very truly yours, BROWN & NICOL.

New Straitsville, O., Oct. 7, 1898.

Editor "The Billboard":

Having been in the bill posting and distributing business seven years and a subscriber to your publication since March, 1897, I think it about time I was letting people know that I am here yet, and intend to stay as long as I can make paste stick.

This town has a population of 3,500, and I also cover three other towns, making a total of 10,500.

I have had good business this fall, and it is increasing very fast. I had boards full last month with Sweet Wheat Chewing Gum and local paper, and now have them full with Lion Coffee and show paper for local theatre. I am expecting distributing matter from Dr. Greene, Boston, Mass. Wishing success to "Bill" and its Pop." I am

Yours very truly, E. F. KING.

Colfax, Wash.

Editor "The Billboard":

Have following paper on my boards at present: 8 and 28-sheet Beeman's Chewing Gum, 12-sheet Horse Show Tobacco, 12-sheet Star Tobacco, 8-sheet Gen. W. Childs' Cigar, 8 and 24-sheet Robt. Burns Cigar, 2, 8 and 20-sheet Am. Tobacco Co., 8-sheet Gen. Arthur, 8-sheet El Belmont.

Have been kept crowded for the past year. Have posting facilities all my own. Special boards for 650 sheets per month, besides various daubs.

Very truly yours,
GEO. H. LENOX.

Williamsport, Pa.

Editor "The Billboard":

It has been a long time since I have been heard from, and it has been a long time since I have had any time to call my own. Business has been fine with me. In fact, my foreman who does the distributing has been on early morning until late at night for the past three months. During the past week we have put out in this city and over my route, 25,000 books for the Dr. Peirce Medicine Co. This is the third time this season. Ten thousand folders for the Comfort Powder Co., 10,000 samples for E. S. Wardo, of Corry, Pa., 10,000 samples for S. R. Fell & Co., Cleveland, O., and this week just as busy on new contracts. I now have a fine wagon which does all the county outside of the city. Enclosed find book of towns done by my men and wagon. I can have a fine wagon which does in Lyconing County, and the four bill posters are kept on shustle, for as soon as time is out for one party, a new one is ready to take its place.

Yours for success,
GEO. H. BUBB.

Aurora, Ill.

Editor "The Billboard":

I have been driven to death with work. Have doubled my plant this spring, and have built three very fine double deckers. One is 58 feet long, one 32 feet and the other 16 feet. I still have twenty-five stands of paper on hand to post as soon as other paper is off, which will be October 6-14.

I have had the name of having the nicest lot of boards and best locations on the road. The inspector of Lion Coffee recently said to me: "Marvin, I have been holding up two firms as models, but I will have to turn them down, for you do the best work, have the best boards and the best locations." I am going to keep building boards and doubling when I can keep all the paper posted that comes. I have now 25,000 running feet. Just received a card from Bob Campbell to save space for Uncle Jerry for October 8. Am doing a good deal of work for the Trans-Mississippi Exposition. We are running about two shows a week in the opera house. I do the billing and transfer work.

Very truly yours, BORU MARVIN.

Myron Beardman, Secretary of the Tri-Counties Fair, Amsterdam (N. Y.) Fair, writes:

Our fair was a success financially this year. The attendance was large. The exhibits the largest we ever had. We think that an exhibit of over 800 fowls for our little society good. (You know we are only three little towns and townships). Wish your paper a brilliant future.

Col. De Garmo Grey, manager of The California Manufacturers Exposition of Home Products at Oakland, Cal., declares that the cause of the failure of the California State Fair was due to the fact that the fair has fallen into the hands of people whose only interest was in the racing department, and they catered to the bookmakers and their following of gamblers with the customary result.

In order to get the fertilizer, agricultural implement pump, wagon, paint—in fact, all the so-called foreign advertising, it is necessary to send out rate cards of next year's premium list in December and early January. Fair managers will find that an advertisement in "The Billboard" will secure their premium list space at far less expense than will an agency or a solicitor.

WHAT THE DISTRIBUTORS ARE DOING

An impression is gaining ground among certain advertisers that the International Association of Distributors is organized solely for the purpose of advancing prices.

We have not the slightest notion of where this idea originated, but we do know that it is altogether a mistake.

The one thing that actuated the men who organized the association was the elevating of the calling of the house-to-house distributor. No member of the association has ever so much as dreamed of coersive measures against advertisers. On the contrary, the disposition has always existed to meet competitive prices, even while giving a better service. The distributing done by the members of the International Association of Distributors is worth more than that done by the greater number of unattached or independent distributors, and in time it will command a better price, but this condition will not be brought about by compulsion. Ultimately, advertisers will recognize the difference, and then the advance will be allowed.

"The Billboard" is in receipt of intelligence of exceeding interest to distributors. It is not a vague rumor, either, but comes direct, and is well authenticated. Eleven of the leading medicine houses who distribute have formed a close alliance. They each have inspectors on the road, and hereafter each inspector will report, not only to his own house, but to all others in the alliance. For instance, if Hood's inspector gets into town and finds Miles' matter being put out, it will be his duty to watch the distribution closely and carefully, and report to the Dr. Miles Co. the result of his observations. All that he hears, all that he finds out, directly or indirectly, regarding the service given the other houses in the arrangement, he must also report. The idea is a clever one. It virtually gives each house eleven inspectors, where they formerly had one.

C. I. Hood & Co.'s distributor made a distribution of 500 paper in a barber shop last spring.

Say! Have you seen the Fischer's Distributing Agency's new wagon? It's a daisy! Capable of carrying 10,000 pamphlets and the necessary force to distribute them, and with Fischer handling the reins over his pair of blacks, it attracts attention.

A fresh distributor claims that G. E. Fischer and Ajax are one and the same. Prove it, Fresh!

Steinbrenner got a good man when he secured Osborne, of Council Bluffs, Ia., to succeed Geo. Bowen. We have heard his work highly spoken of.

Come, Mr. Billboard, and have a snowball frolic. The beautiful has been falling all day.

The Ohio Home for Aged and Infirm Deaf Mutes, at Columbus, selected Mrs. Angie F. Fischer, of Omaha, to compose an opening poem when the home was opened this month. Both Mr. and Mrs. Fischer are semi-mutes, but have a full command of their voice. Mr. F. is manager of the Fischer Distributing Agency, and has been in the distributing business over eighteen years. Carry the news to Hill, of Tennessee. AJAX.

Omaha.

The following appears in a paper published not a thousand miles from Omaha, and is doubtless the result of cheap distribution. When will manufacturers learn that if they want good distribution of their samples, advertising matter, etc., they must not haggle or beat down the distributor to the lowest notch. Fair prices beget good work. This is not the first time we have known children being poisoned by eating sample pills, that being sugar-coated, they supposed in their innocence was candy:

"The free distribution of patent medicines and pills about the street should be stopped, inasmuch as they very often fall into the hands of little children who do not know what they are, and in their innocence the littleones eat them. Saturday last Kenneth James and another little lad got hold of some pills which were being passed about the streets, and the little fellows taking them for candy, ate of them. The pills made the children very sick, causing much alarm to the parents. They finally vomited and were thus relieved, and are now all right again. It is a dangerous thing to do to distribute these medicines where the little one can get hold of them, and a law should be made to prevent it."

Carry the news to W. S. Burkhardt.

The Lydia E. Pinkham Medicine Co. had 22,000 books distributed here recently, and the work was carefully done, so much so that a traveling man hailed the driver of the team and tried to contract for 10,000 circulars, saying "he had spotted the men at work for two days, and felt sure his firm would get an honest distribution."

The Dr. Peirce Co., of Buffalo, N. Y., distributed here recently, and it was a good clean distribution, but it cost the distributor all he got for it, unless he received an extra price.

The Wells & Richardson Co. are distributing their Paine's Celery Compound books. The Fischer Distributing Agency have done all of Wells and Richardson's work for nearly ten years.

Siebe & Green have resigned all their franchises in the I. A. of D.

Distributors are pretty well agreed that Dr. Miles and Dr. Shoop are the promptest pay among the proprietary houses.

Dr. Burkhart, the wizard of the West, will visit London in June, 1899, with his full staff and advertising corps, to proclaim the many merits of Dr. Burkhart's Vegetable Compound, the greatest blood purifier on earth.

His plans contemplate the greatest house-to-house distribution of literature and samples that the English metropolis has ever seen, and his billboard display will be on the most extensive lines every projected. He will also use dailies on a large scale.

Will A. Molton, accompanied by W. H. Steinbrenner, was a "Billboard" caller October 21. Mr. Molton says that his business is good and growing better every day, especially in Cleveland. He recited a difference between himself and Dr. Burkhart over the distribution of the latter's samples in Akron, Ohio.

It appears that a little girl got hold of a sample package, ate them, and very naturally became ill. Her parents, very much alarmed, called in a physician. The latter's bill amounted to some fifteen dollars. As soon as Mr. Molton heard of it, he called upon the parents, and by paying the physician's bill succeeded in keeping the matter out of the newspapers.

When he rendered his bill to Dr. Burkhart he mentioned the circumstance and included the amount in his charges. Dr. Burkhart refused to pay the amount, and also refused to pay for the distribution, basing his reasons on the fact that the little girl having got hold of the package was positive proof that the distribution had not been properly done.

He receded from this radical and unwarranted position later, and paid for the distribution, but Molton is still out the fifteen dollars he paid the physician.

Most distributors will readily admit that his course was the proper one. Mr. Molton's only a desire to protect his customers' interest. It is a pity that the matter has not been satisfactorily adjusted.

There is a distributor—a member of the I. A. of D., who has owed "The Billboard" an account for so long a time that the number of months it is past due is not readily recalled. Bills have been sent him and statements galore. He has been reminded of his delinquency by numerous letters, but without avail. Finally we proposed to accept one dollar a month until the indebtedness was disfa'o. N. Y.; Lambert Process Co., Philadelphia, Pa.; Royal Chemical Co., Box 455, Lima, Ohio; Jas. S. Hay, Boston, Mass.; F. Albert Piké, Riverhead, N. Y.; Classic Manfg. Co., Chicago, Ill.; W. D. Sylvester, Worland, Mo.; E. C. Sisson, Hartford, Conn.; George W. Barnhart, Philadelphia, Pa.; Compton & Co., Ottawa, Ill.; Famous Pill Co., Newport, Ky.; F. E. Monroe, Oswego, N. Y.; Chicago Consolidated Bicycle Co., Chicago, Ill.; Kidnadine Medicine Co., Chicago, Ill.; F. B. Mathews Co., Minneapolis, Minn.; P. B. Worthington, New York City; H. C. Wehoskey & Co., Providence, R. I.; Donald Coy & Co., Glencoe, Ill.; J. Dexter Rhoades, Washington, D. C.; Fred Clarke, Clear Lake, Minn.; H. Knoblauch, Metamora, Ill.; Keystone Pub. Co., Philadelphia, Pa.

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Billposters who do not comply with their contracts by mailing lists within the prescribed limit, however, need not expect any aid from us. They deserve to lose the amount of the bill.

We will help all of our readers to get their just dues, but they must conduct their business in a business-like manner.

Distributors' Tips.

Firms who are now placing matter for house-to-house distribution:

American Cereal Co., Chicago, Ill.
Dr. Burkhart, Cincinnati, O.
Dr. Miles Med. Co., Elkhart, Ind.
Frank D. Hall, Newark, O.
Drs. F. E. & J. A. Greene, No. 34 Temple Place, Boston, Mass.
Igleheart Bros., Evansville, Ind.
Gerhard Mannes Chemical Co., No. 579 Broad St., Newark, N. J.
The Bellevue Medical Institute, Chicago, Ill.
Dr. Cyrus Beebe, No. 167 Dearborn St., Chicago, Ill.
Dr. Edson Institute, No. 81 S. Clark St., Chicago, Ill.
Hood Medical Institute, No. 46 E. Van Buren St., Chicago, Ill.
The Digestor Co., No. 34 Washington St., Chicago, Ill.
Nichols & Co., Rialto Bldg., Chicago, Ill.
Alaska Medical & Surgical Institute, No. 59 Dearborn St., Chicago, Ill.
The Stafford Mineral Spring Co., New Orleans, La.
Frank Wortz & Co., Wausaw, Wis.
Lorelin Soap Manuf. Co., Seneca, Heacock and Carroll Sts., Buffalo, N. Y.
The Dr. H. C. Klick Medical Co., Nos. 211 and 213 E. Ninth St., Cincinnati, O.
Dr. Henry H. Kane, No. 138 W. Thirty-fourth St., New York City.
The Merrell-Soule Co., Syracuse, N. Y.
Drummond Tobacco Co., St. Louis, Mo.
Thatcher Medicine Co., Chattanooga, Tenn.
Anheuser-Busch Brewing Ass'n, St. Louis, Mo.
London Manuf. Co., Minneapolis, Minn.
Shaefer & Bitzer, Ephrata, Pa.
Dr. Shoop Family Med. Co., Racine, Wis.
Stoat Bros. Co., Valdosta, Ga.
Dr. Kilmer & Co., Binghamton, N. Y.
Kessler & Kessler, Clayton, Mich.
Maine Puzzle Co., Memphis, Tenn.
S. R. Fell & Co., Cleveland, O.
Lovell & Buffington Tobacco Co., Covington, Ky.
Electric Lustre Starch Co., Boston, Mass.
St. Jacobs Institute, Chicago, Ill.
J. C. Grant Chem. Co., Chicago, Ill.
Century Chemical Co., No. 122 E. Ohio St., Indianapolis, Ind.
The Sperminie Medical Co., No. 4 Washington St., Chicago, Ill.

The Health-All Milling Co., of Minneapolis, are considering the advisability of distributing from house to house.

Dr. W. S. Rice, Smithville, Jefferson Co., N. Y., is advertising his "Home Doctor Tablet Pills" by distributing small sample packages from house to house.

Every distributor should have a display advertisement in our Christmas number next month.

Dr. H. C. Magnusson, Opera House Building, Chicago, Ill., will distribute samples of a teething powder shortly.

W. B. Porter, of Oakland, Cal., writes that he varies distributing with gravel mining. He says that the latter pays better than the former in winter time.

The Bishop Remedy Co., of San Francisco, want to hear from distributors in Western States.

"The Billboard" acknowledges the receipt of an invitation to attend the annual ball of the Union Journeymen Billposters and Distributors of New York, November 15, at Tammany Hall.

The fourth edition of Tips for Distributors and Directory of General Advertisers, published by the Will A. Molton Distributing Co., of Cleveland, O. is fully up to the expectations.

It is a compendium of valuable hints and suggestions, and abounds in information that is worth money to distributors. The price is one dollar, and it is well worth it. Any distributors who can not get a dollar's worth of help and inspiration out of it certainly has an exalted idea of the value of a dollar.

Dead Beat List.

Hereafter this column will be made a regular feature of "The Billboard." Billposters, sign painters, printers, distributors and fair managers are requested to send in the names of all firms who beat them out of bills:

Century Chemical Co., St. Louis Mo.; C. K. Dusenbees & Co., New York City; J. L. McLane & Co., Talladega, Ala.; Grant Pattern Co., Chicago, Ill.; Anderson, Ladd & Mann, Philadelphia, Pa.; Kansas City Advt. Co., Kansas City, Mo.; Monterey Chemical Mfg. Co., St. Louis, Mo.; H. M. Dettelbach, Box 240, Santa Fe, N. Mex.; T. M. Young, Manning, S. C.; Penna. Nov. & Supply Co., York, Pa.; Young American Pub. Co., Philadelphia, Pa.; Riley Toilet Co., Box 111, Brooklyn, N. Y.; Lambert Process Co., Philadelphia, Pa.; Royal Chemical Co., Box 455, Lima, Ohio; Jas. S. Hay, Boston, Mass.; F. Albert Piké, Riverhead, N. Y.; Classic Manfg. Co., Chicago, Ill.; W. D. Sylvester, Worland, Mo.; E. C. Sisson, Hartford, Conn.; George W. Barnhart, Philadelphia, Pa.; Compton & Co., Ottawa, Ill.; Famous Pill Co., Newport, Ky.; F. E. Monroe, Oswego, N. Y.; Chicago Consolidated Bicycle Co., Chicago, Ill.; Kidnadine Medicine Co., Chicago, Ill.; F. B. Mathews Co., Minneapolis, Minn.; P. B. Worthington, New York City; H. C. Wehoskey & Co., Providence, R. I.; Donald Coy & Co., Glencoe, Ill.; J. Dexter Rhoades, Washington, D. C.; Fred Clarke, Clear Lake, Minn.; H. Knoblauch, Metamora, Ill.; Keystone Pub. Co., Philadelphia, Pa.

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Poster Printers

(Special Correspondence.)

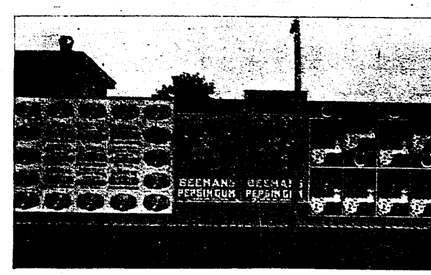
Louisville, Ky., October 15.—A very fine article of lithographic stone has been discovered near Brandenburg, twenty miles south of this city, and a number of Louisville capitalists have formed the American Lithographic Stone Company for the purpose of working the mines. The stone is in quantities, and is declared by experts to be finer than any before found in this country and second only to that of Germany. It is found in three stratas, the first being thirty inches thick. The stone is similar to the German article in many respects, and is being used by lithographers in this city and in Cincinnati, where it has given satisfaction. This is the first lithographic stone of any great value that has been discovered in America.

(Special Correspondence.)

The posters advertising the Festival of Mountain and Plain this season were about the fiercest monstrosities ever turned out of a printing establishment. The printers, although they gave considerable prominence to the signatures of two artists who designed (?) it, very carefully refrained from putting their own imprint on the work. Of all the cheap and nasty abominations it has ever been our misfortune to see this poster is the worst. Perhaps the festival committee next year will place their order with a poster printing house.

The Donaldson Lithographing Co. ordered two Huber presses, size 44 by 60, October 15. They are for the new type department.

Hennegan & Co. are going to order a fifty-horse power gas engine of a new type just placed upon the market.



An El Passo Board, Property of Jesse J. Sinclair.

SIGN PAINTERS AND SIGNS SIGN MANUFACTURERS
DEPARTMENT • CONDUCTED BY R. H. FORGRAVE.

Sign Painting in all its Branches

Part I, Chapter 2—Brushes, Care of Them—Tools Used by Sign Painters—Tracing and Transparent Papers—How to Make Them, Etc.—Colors.

To nothing does the good and practical sign painter attribute his success more than to good brushes; therefore, constant and unstinted care should be taken of them. It is not necessary that brushes should be new and in the perfect form that are made to do the best work, but, whether old or new, they should always be kept in good condition, for, it is generally the case, that a brush, particularly a sign painter's brush, which has attained a certain slope from doing a special kind of work, is better adapted to do that special work than a new brush, or one that we might say has not been trained. The size and kind of brushes depend altogether on the kind of work to be done. If a sign painter intends to engage in a general business of sign painting, besides a whole set of house painters' brushes, he should have a set of camels' hair pencils of different sizes, a set of lettering fitches, some varnish brushes and a few bear hair brushes. The latter are mainly used in large advertising work for filling in, or, as the term is usually called, "cutting in."

The necessary implements, besides brushes that sign painters should have who expect to run a first-class shop, are, in general, although he may reduce the outfit to suit his convenience, or condition, or kind of work, a marble slab to grind up old remnants, or, if he so desires, he may prepare much of his paint by means of the slab and muller, at a cost lower than he can buy it prepared. Its saving of remnants will save the cost of it many times in a year if he does much business. A stopping knife, a small trowel, a pallet knife for use in connection with the slab, a square (carpenters), several straight edges, a T square, a pair of compasses, a scale of measurement. Here is a tool with which but few sign painters are acquainted, but you will find it is one of the most useful tools you can have in the shop. Its use is confined chiefly when copying from a small picture in determining the scale on which a larger one or a larger letter than the one in the copy should be drawn. It will save much measuring and figuring to get the correct proportion. A two-foot rule, chalks of different colors and degrees of hardness; also a chalk line, some pieces of charcoal. In place of using old cans, buy a couple of dozen of tin cups with handles. They are much handier, besides their use in measuring is more accurate, as you will naturally become used to measuring very accurate without going to the trouble of keeping a regular measure, or of weighing, where the same size of vehicle is used throughout. One double glue pot, a couple of wire strainers for the purpose of ridding your paint of old skins and such matter that usually gets into paint in one way or other, which sometimes is very aggravating. A scraper for removing burned paint, together with a painter's burner. An old plane bit is very good. Sand paper, different numbers. Emery paper, or steel wool, which is at present conceded to be superior to emery paper for rubbing down old work. Both a flat and half round file. Some pumice stone both in lump and powdered form. If you do fine work you should also have some Tripoli powder, a sponge, chamois skin, etc.

In connection with these tools, there will be some special work which will require special material, and which we think proper to notice in this chapter, although their special uses will not be described for some time yet. You will often find that a knowledge of how to make a correct copy of a design will prove useful and profitable in many jobs. For this you should have some copying or tracing sheets. They may be bought or prepared as follows: take hard soap and lamp-black and mix them together to the consistency of thick jelly. Brush it on one side of some thin, tough paper, and allow it to dry. To copy a design with this, lay the colored side on the surface on which the copy is intended to appear. Then lay the design to be copied right side up on this, and tack to hold in place; then with a stylus, a sharp-pointed stick of hard wood, a lead pencil or something with a sharp, smooth point, proceed to go over all the lines of the design, pressing firmly but not hard enough to tear the paper. If your instrument persists in tearing the paper it is because the point is rough. Have have it a little blunt, and make smooth by rubbing on a blotter. A little practice will overcome the usual deficiencies when using any new method which always arise. By being careful then the outlines of the design will appear perfect on the surface, when the colors, etc., may be filled in.

Another way of getting designs is by pouncing, and is a great economizer of time where there are to be a number of signs of the same size and kind painted. No matter how large the signs are to be, first lay the sign just as it is to be on a sheet of manilla paper, or, if necessary, use several sheets, numbering them to avoid confusion. After you have the sign laid off on the sheets, take a perforating or tracing wheel, and perforate the outlines. You may perforate it through several sheets at the same time, and at one operation by laying one on the other, and all on a soft pine board, perforate through all of them at once, so if one sheet is spoiled in any way you will have others just like it. One side of the paper will be rough the same as a tin grater, with which there must be something done before the perforated sheet can successfully be used. To press it only pushes the paper back into the holes, thus rendering it useless. Lay the design, rough side up, on a board and take sand paper and knock these rough points off, going over it at first very lightly, so as not to press the paper back into the holes again. If any of the holes should become filled, go over it again with the perforator, and repeat the sand-papering until the holes are smooth and clear. The more care you take to make the perforated design perfect, the greater will be the expediency with which the after work may be done. Now, lay this perforated sign on the surface on which it is to be painted, keeping it intact, that it may not be moved while the work of transferring is going on, and take a pounce bag filled with powdered charcoal or whiting, according to the color of the surface, and gently tap over the design when the charcoal or whiting will sift through the bag, filling the holes in the paper, whence, on carefully lifting the perforated paper, a true copy will appear on the surface, and may be readily painted.

To care properly for brushes, they should always be suspended in some kind of liquid in such a way that the points of the bristles will not touch any thing. There are several methods in use, so it doesn't matter how you do it, just so you do it. The idea is to keep the bristles straight and soft and springy. Linseed oil and water is usually preferred. Both are good, but I prefer oil for several reasons. I think water is the best, however, but one must be constantly on the watch that the water does not evaporate or get dirty, or freeze, or some thing; while oil is not guilty of any of these faults. If you desire to keep brushes in water in the winter you should, after placing the brushes in the water, pour over it some glycerine. This will prevent the water from freezing solid. If you have brushes which you do not expect to use for some time, a good way to keep them in condition is, after they have been used, to wash them out clean, soak them well in linseed oil (raw), and wrap them air-tight in pieces of bladder and hang them in a cool place. If wrapped tightly, they will remain in condition for a long time, and when required for use all that is necessary is to rub out the oil. Before using a new brush it is well to wash it out good with a weak solution of soda lye, then, whether you wish it bridled or not, to take a few turns around it next to the ferrule or binding with a twine string, the same as used for bridling. This prevents the bristles from leaking out, which is one of the most aggravating things in the trade. By having a brush wound with a few turns of string, or partly bridled, seems to give it more spring, compelling the bridles to fly back in their proper position, a most desirable quality in a lettering brush. Now, these are but little things to notice, but, all the same, care of the trifling parts of any trade has a great deal to do with ultimate success in it. I have always noticed that the masters of the situation in any kind of a business or trade make it a leading point to be masters of all the details connected with it also. In future chapters we will have occasion to speak of work done by tracing paper. As we have given other ways of transferring in this chapter we will give the way to make tracing paper also. This is the best. Take a pint of spirits of turpentine, one-eighth of an ounce of finely-powdered sugar of lead. Shake it well, and let stand for a couple of days. Decant and add to it one-half pound of Canadian balsom, and keep it gently heated, stirring thoroughly until well mixed. Lay your paper on a smooth surface and brush it over with this mixture, when it will become exceedingly transparent. The only drawback to paper prepared in this way is because it is not ready to use for four or five days, but when it is you can rely on it, because of its extreme transparency even on thick paper. We will subsequently refer to this paper when describing a most beautiful class of work on glass, which, to my knowledge, has never been described in any work.

It is not necessary that the sign painter should carry in stock many different kinds of colors, tints, etc. If he is acquainted with how to mix them so as to produce different tints, all that he needs, besides black and white, are the three primaries—red, yellow and blue. A knowledge of harmony in colors consists of knowing how to unite extremes of light and shadow by the use of intermediate tones that will subdue the harsh effect of the use of opposites. If colors are used properly, they may be bright and clear, but still be in harmony. To do this, the learner should be thoroughly acquainted both with all the different mixtures, the contrasts, and, above all, the compliment of each. A contrast is effected by placing two colors that are opposite to each other in effect, and to harmonize them is the knowing of what color to use to tone them down. Although we can not give you a table of tints that may be altogether relied upon on account of the different degrees of strength of the various colors, but it will do as a practical basis from which to work, and extensive enough for the use of the practical every-day sign writer. In all future chapters, when we speak of blue, we will as of the strength of color as that known as ultra-marine blue. Remember this, and it will save you trouble.

TABLE OF COLORS.—To produce the following tints, procure some good lamp-black, a good white lead, two or three grades of yellow, as chrome, and ochre a good grade of red between a vermilion and Indian red, a good grade of vermilion, some blue of the hue of ultra-marine. Get them ground in oil. Now we are not going to give the proportions in pounds and ounces, for this is impossible. We have found that the best way is to ascertain what color predominates in the mixture that we want, and govern ourselves accordingly. Thus, if you want a light gray, it will take more white to make it than it does for a dark gray. If you know what colors to use to produce a certain tint, you will soon learn in what proportion to use them to make it of the required depth of tone by the cut and try plan that will be more satisfactory than by using set figures.

GRAY—White and lamp-black.
ORANGE—Yellow and red.
GOLD—White and ochre and a little umber.
OLIVE—White, yellow, black and red.
CHESTNUT—Red, black and yellow.
VIOLET AND PURPLE are mixed from the same colors—white, blue and carmine—but in different proportions.
PEARL—White, blue and carmine. The same colors are used here as in violet or purple, but white predominates. This is where the learner has his trouble. Always watch for the predominating color, then tint it by using small amounts of the other colors at a time until it is of the proper tint.
BUFF—White, red, yellow and a little black.
FLESH—Vermilion, white and yellow.
FAWN—White, red, yellow and burnt umber.
DRAB—White, yellow, red, raw and burnt umber. There are many different shades of drab, but these colors will produce them all.
PEA GREEN—Chrome green, with white lead.
CREAM—White and yellow ochre.
CLARET—Vermilion and blue.
PINK OF DIFFERENT COATS—White, vermilion and carmine in different proportions.
CREAM—White and yellow ochree.

The above are the principal tints used by sign painters, and, with but few exceptions, enough to do any kind of sign work.

The transparent colors for use in shading on fine work are asphaltum, dragon's blood, carmine, the lakes and gambago. Be cautious in using turpentine with transparent colors. It makes them crumbly. Bleached boiled oil is the better vehicle in which to mix them.

(To be continued.)

After "Scapa's" Scalp.

The Society for Checking the Abuses of Public Advertising does not appear to make much headway. We see no perceptible diminution in the number of ugly boards bearing advertisements of pills, powders and so forth, that have so long disfigured the countryside served by the principal railways. Nor do we anticipate that land owners and advertisers will forego the profit attaching to the gentle art of defacing nature. We are a commercial people not prone on sentimental grounds to throw away opportunities of making money. Hence we can not imagine that the check which the society named is endeavoring to put on the "abuse" of advertising will have any effect at all. Those people who cry out against these horrible boards may nevertheless derive some consolation from the fact that some continental countries are just as badly off as we are in this respect. A writer in a contemporary points out that the Righi, the Teufelstein, the country between Calais and Marseilles, the Rhine and the waters between Bingen and Cologne are simply so many vast advertisement areas. It is said that the Cologne Gazette—a very powerful paper—protests against this desecration, and suggests the formation of a society for suppressing the nuisance, such as we have in England. If the German Society, when it is informed, does not meet with more success than the English institution, it will not have achieved much.—Photographic News, London.

At the regular monthly meeting of the Master Painters and Decorators of Brooklyn, in September, Mr. P. J. Brankin, of Philadelphia, made a masterly speech on reviving interest in the subordinate or city associations. Among other things he said:

"Is it not worth a man's while to become a member of an association in which he has earned his livelihood? If he claims to be superior, why not be a leader in that association and show the balance of them what they might aim at some day to be the equal of him. A man does not belittle himself by belonging to an association in which all are supposed to be his equals, therefore, I hold that any man that is not a member or has not been a member, can not stand out and say that he knows all that everybody else does. Such a man is egotistical."

Mr. Butler, Secretary of the Philadelphia Local Association, also addressed the meeting, and explained how the membership of that society had been doubled since last February. During the course of his remarks, he said:

We got into a condition pretty nearly of dry rot. Our membership ran down until it was about 38 or 40. We had eight, nine or ten who would come to the meetings, the same people every month, and everybody that came there was in a hurry to get away. We talked the matter over in all kinds of ways, and we concluded the first thing we would do would be to make a break to get in some more people, and that is the only thing that will keep you alive. Things don't grow warm if the new people don't have a hand. We had an initiation fee that was considered a pretty good-sized one for some people, and we simply threw it overboard for six months. We took a list from our membership of all the reputable people. We got out a letter and started out as individual missionaries to drum into them the necessity of belonging to a painters' organization. Since February, when we got to work and drummed up these people by letters and by aplication, we have just about doubled our organization, and the applications are still coming in.

RED JACKET
VERMILION
Outwears all other Vermilion.
Just What You Want
Send for Sample.
BILLINGS, TAYLOR & CO.
Cleveland, Ohio.

A GOOD ONE BY
W. J. ESTROUP, of New Orleans.

It is probable that the National Sign Painters' Alliance will be a "close" association. Already the majority of the letters seem to favor this idea. It will have but one member in a town, and he will control all bulletin, fence, rock, roadside and barn painting.

The consensus of opinion seems to favor this plan. The Committee on Arrangements are feeling their way carefully before maturing their plans.

The place and date (Cincinnati, February 6) seems to give universal satisfaction.

Sign painters who do road-side painting will find that it pays to follow the tips in our distributors' column. Firms who distribute all pretty generally favor fence signs along country roads, and it will pay to write them.

Says the Decorators' Gazette: "Take sugar with a little varnish well mixed, and put on with a stiff brush, makes a good imitation of ground glass.

"The Billboard" is regularly read every month by ninety-nine out of every hundred of the fair managers of America.

BY A. D. LESTER,
122 E. Main St., Benton Harbor.

The above cut was sent us by Mr. A. Lester, of Benton Harbor, Mich. In connection therewith he writes as follows:

You will discover the dark dress does not come out in full detail as the original shows, and that is owing to the photo being a little underexposed.

The original colors are red, white and blue for the subject. The ground work is white, the sign board black and letters white. The scroll gold ground and black letters.

The International Association of Distributors.

OFFICERS FOR 1898-'99.

JOS. REID..........................President
Kansas City, Mo.
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Cincinnati, O.
O. P. FAIRCHILD..................Treasurer
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Executive Committee.

THOS. KAIN................Middletown, N. Y
L. H. RAMSEY................Lexington, Ky

The following is the official list of members in good standing at the present time. The service of any member whose name appears herein is guaranteed by the association. The list is revised and corrected monthly.

Addresses are published under this head at $1 per year per line.

ALABAMA.
Birmingham—Sheldon McMurray, 1412 5th av.
Montgomery—G. F. McDonald, city bill poster
Ozark—J. O. Carroll, Box 28

ARIZONA.
Phoenix—The Phoenix Bill Posting Co., 10 S. Center st.

ARKANSAS.
Conway—J. F. Clark, Box 92
Hot Springs—A. W. Thomas, 224½ Central av
Little Rock—R. L. Thompson, 113 W. 2d st

CALIFORNIA.
El Paso del Robles—Harry Gear.
Eureka—W. H. Mathews, 636 2d st
Haywards Bill Posting Co. 56 Castro st., Haywards.
Los Angeles—Los Angeles Bill Posting Co
Oakland—William B. Porter, 408 10th st
Santa Cruz—L. A. Daniels, 9 Locust st
Santa Monica—Wilshire Posting Co., 636 Broadway, Los Angeles, Cal.
Ventura—G. H. Shepherd, opp. Rose Hotel

COLORADO.
Aspen—John B. Ledan.
Colorado Springs—Curran Co., Denver.
Denver—Curran Co., 17th and Larimer.
Leadville—John Colman, 204 W. 7th st
Pueblo—The Curran Co., 114 Santa Fe av
Victor—Cripple Creek Dist.—Jos. A. Quinn

CONNECTICUT.
Meriden—H. L. Redman, 168 Liberty.
New Haven—New Haven Bill Posting Co
Norwalk—J. F. Buxton.
Stamford—Thos. J. Troy, Taylor st.

CANADA.
Brantford, Ont.—Chas. Murray Smith.
Ottawa—Alexander Jacques, 43 College av

DELAWARE.
Wilmington—Geo. W. Jackson, 824 Orange st.

FLORIDA.
Pensacola—John L. Smart.

GEORGIA.
Atlanta—Edw. Bridger, 608 Temple Court
Augusta—Chas. R. Rowland, 303 Jackson st
Columbus, Georgia and Adjacent Towns—E. B. Bridger, Atlanta.
Macon—Frank H. Powers, 414 2d st.
Savannah—J. E. Campos, Box 92.

ILLINOIS.
Aurora—B. Marvin & Son.
Belleville—L. E. Tiemann, 508 S. High st.
Carlinville, Macoupin County—A. J. Turner.
Chicago—John A. Clough, 42 River st.
Clinton—A. Nicolai.
Danville—Frank P. Myers.
Decatur—William Mutton, 826 Calfax st.
East St. Louis—J. L. Whelan, 18 N. Main.
Edwardsville—Geo. W. Kellermann, 109 Second st
Evanston, Cook County—American Bill Posting & Dist. Co. Address 280 Madison st., Chicago.
Freeport—Richard Wahler, 58 Spring st.
Galesburg—O. J. Johnson, office, Auditorium.
Joliet—DeLong & Biederman, 303 N. Joliet st.
Kewanee—Frank A. Cahow, South and Main.
LeRoy—Geo. P. Rowley.
Mattoon—F. G. McPherson, 1212 Broadway.
Moline—R. H. Taylor, care Windsor Hotel.
Mt. Vernon—Thos. Manion.
Norman and Bloomington—M. F. Dillon.
Ottawa, LaSalle County—Chas. R. Duckett.
Peoria—Monk Introduction Co.
Pontiac—Leo Collins, 112 E. Reynolds st.
Quincy—G. B. Bowman, Empire Theatre.
Rochelle—Chas. A. Hizer.
Robinson, Crawford Co.—Clarence E. Hale.
Waukegan—G. Runey & Son.

INDIANA.
Anderson—Anderson Bill Posting Co.
Alexandria—W. O. Henry.
Bloomington—L. E. Krueger, 100 College ave.
Brazil—Monk Introduction Co.
Connersville—N. H. Scotten, 1518 Eastern av.
Elkhart—D. B. Carpenter, 525 S. Main st.
Goshen—Chas. Krutz, 210 S. 7th st.
Greensburg—Fred. Seitz Son, 24 S. Franklin.
Greencastle—John W. Cooper, 24 & 26 S. Ind.
Hammond—Frank E. Gero.
Hartford City—Chas. W. Abbott, Box 165.
Huntington—Benj. Miles, 8 Everett st.
Indianapolis—Geo. W. Vansyckle, 114 S. Ills.
Jeffersonville—L. H. Ramsey, Lexington, Ky.
Kokomo—H. E. Henderson, 42 N. Main st.
LaFayette—LaFayette Bill Post. & Dist. Co.
LaPorte—W. C. Miller, 620 Main st.
Lebanon—James S. Seiver, W. North st.
Logansport—Chas. Schleiger, 215 6th st.
Madison—James A. O'Donnell, Box 644.
Marion—John L. Wood, 920 S. Branson st.
Mitchell—W. M. Munson, jr.
New Albany—R. K. Brown.
Peru—Chas. W. Stutesman, P. O. Box 114.
Richmond—Dobbins Bros.
Shelbyville—T. F. Chafee & Son.
South Bend—J. N. Schwartz. Ad. Walkerton.
Sullivan—Rush P. Crawford.
Terre Haute—Jas. M. Dishon, 29 S. 5th st.
Vincennes—Vincennes Bill Posting Co.
Wabash—Harter Bros., Market st.
Walkerton—J. N. Schwartz.

INDIAN TERRITORY.
Purcell—G. W. Brown.

IOWA.
Burlington—A. E. Drier, 413 Maple st.
Cedar Rapids—W. S. Bye, 720 S. 5th st.
Centerville—Chas. W. Root.
Charles City—Charles City Bill Posting Co.
Clinton—H. F. Sanger, 511 S. 2d st.
Davenport—Tri City Introduction Co.
DesMoines—Chas. W. Orris, 1601 DesMoines st.
Dubuque—A. Leonard, 175 W. Locust st.
Keokuk—A. A. Bland.
LeMars—Wm. O. Light.
Sheldon—John Walton.
Sioux City—A. B. Beall.
Winterset, Madison County—Arthur Gordon.

KANSAS.
Atchison—J. G. Shaffer, 111 S. 5th st.
Hutchinson—W. A. Loe, 102 Opera House.
Junction City—Herman Delker, Box 402.
Topeka—L. M. Crawford, 214 E. 5th st.
Wichita—E. L. Martling, manager.

KENTUCKY.
Ashland—John M. Hutton.
Covington—O. P. Fairchild & Co. 24 E. 5th st.
Frankfort—Geo. W. Roeck, 334 Conway st.
Henderson—Jas. L. Lambert, jr., 216 2d.
Lebanon—R. L. Nesbitt.
Lexington—L. H. Ramsey, 122 E. Main st.
Louisville—Falls City Bill Posting Co. Lexington, Ky.
Newport—G. H. Otting & Son, 608 York st.
Owensboro—Owensboro Bill Posting Co.
Paducah—H. J. Harth.

LOUISIANA.
Alexandria—Gardner Blades, 2d st.
Baton Rouge—Alfred O. Deville, 516 Main st.
New Orleans—J. Garlick, 633 Commercial Pl.

MAINE.
Bangor—Thomas W. Burr, 47 Hammond.
Biddeford—Wildes Bros., Portland.
Deering—Wildes Bros., Portland.
Lewiston—Cecil A. True, 162 Middle st.
Portland—Jas. A. Martin, 123 Exchange st.
Saco—Wildes Bros., Portland.
South Portland—Wildes Bros., Portland.
Westbrook—Wildes Bros., Portland.

MARYLAND.
Baltimore—John H. Jones, 238 S. Mount st. cor. McHenry st.

MASSACHUSETTS.
Attleboro—Abel W. Gilson, 12 Holman st.
Beverly—Luther Cahoon, 44 Cabot st.
Boston—J. Donelly's Sons, 7 Knapp st.
Brockton—W. F. Gurney, 12 Elbridge Place.
Fall River—Chas. A. Page, 1101 Plymouth av.
Haverhill—Chas. W. York, 7 White st.
Lowell—Chas. L. Lowe, 201 Middlesex st.
Marlboro—F. W. Riley, 192 Main st.
Mattapan—Flynn & Cushing, 108 River st.
Milford—Elwin M. Slack.
New Bedford—A. E. Hathaway, 100 Pleasant.
Newburyport—W. A. & S. M. Noyes, 39 Pleasant st.
Taunton—A. B. White, 45 Cohanet st.
Waltham—Frank McGuinness & Son.
Worcester—Fiske Bros., 43 Waldo st.

MICHIGAN.
Albion—W. C. Eslow.
Alpena—R. Nolan, 123 White st.
Battle Creek—E. R. Smith, 6 E. Main.
Bay City—C. J. Bloomfield, 211 5th av.
Benton Harbor—Shaff & Fye.
Cheboygan—A. J. Finn, 54 Duncan av.
Detroit—Jno. H. Owen, 91 Shelby st.
Flint—H. A. Thayer.
Grand Rapids—Geo. M. Leonard, 17 Huron.
Holland—John Van Den Berg, 39 E. 7th st.
Iron Mountain—A. D. Stiles, 219 W. Flesheim.
Ithaca—James Donaldson.
Jackson—Stevenson & Solomon, 115 Mill st.
Kalamazoo—J. E. McCarthy, 108 Portage st.
Manistee—Mrs. J. W. Tennant.
Muskegon—Peter P. Steketee, 38 E. Walton st.
Port Huron— Bennett Bill Posting Co., 909 Military.
St. Joseph—Geo. L. Edloff, Hotel Whitcomb.

MINNESOTA.
Austin—P. H. Zender & Co., 406 Mill st.
Little Falls—J. J. Murphy, Box 685.
Mankato—C. H. Grieble, jr., 209 S. Front st.
Minneapolis—J. H. Crownover.
Rochester—W. S. Elkins & Co.
St. Paul—J. H. Crownover, 39 Winnipeg av.

MISSISSIPPI.
Corinth—W. E. Patton, Box 164.

MISSOURI.
Jefferson City—Oscar M. Miller, 224 Madison.
Kansas City—Joseph Reid, 116 E. 9th st.
St. Joseph—A. J. Avery, Tootle Theatre.
St. Louis—R. H. Johnston, 208 N. 13th st.
Springfield—W. H. Gorseline, 2129 Benton av.
Warrensburg—B. F. Brunkhart.

MONTANA.
Butte—Harnois & Son.

NEBRASKA.
Beatrice, Gage Co.—The J. H. Martin Co.
Fremont—U. S. Watts.
Lincoln—F. C. Zehrung, 1145 O st.
Omaha—R. Carleton, 218 S. 14th st.
Nebraska City—Carl Morton.

NEW HAMPSHIRE.
Concord—Chas. F. Batchelder, 106 N. Main.

NEW JERSEY.
Camden—Temple Bill Posting Co., 814 Walnut st., Philadelphia, Pa.
Hackensack—Hackensack Bill Posting Co.
Hoboken—Hoboken Bill Posting Co., 61 Newark st.
Jersey City—J. F. O'Mealia, 27 Montgomery.
Long Branch—G. M. Chattle, 338 Morris av.
Newark—E. M. Slocomb, 369 Market st.
Patterson—Patterson Bill Post. Co., 5 Rampo.
Red Bank—L. O. Summersett, 5 Central av.

NEW MEXICO.
East Las Vegas—Chas. Tamme.

NEW YORK.
Auburn—Wm. M. Kerr.
Albany—Albany Bill Post. & Dist. Co., 35 Beaver st.
Batavia—Albert R. Perry, 39 Jackson st.
Brooklyn—The American Bill P. & Dist. Co.
Buffalo—Whitmier & Filbrick, 200 Wash'n st.
Bushnell's Basin—W. E. Burleigh.
Binghamton—George C. Castner.
Cortland—Wallace Bros.
Elmira—Chas. F. Berry, 160 Sullivan st.
Fulton—Wm. Cook, Lock Box 41.
Gloversville—Olin S. Sutliff, 62 Orchard st.
Glens Falls—A. M. Cheeseboro, 91 South st.
Hudson—Robert M. Terry, 305 Warren st.
Jamestown—Geo. C. Castner, Syracuse, 221 Montgomery st.
Lockport—Staats' Bill Post. & Dist. Co.
Little Falls—Norris & Kingsbury, 1 W. Main.
Middletown—Thos. Kain, 88 South st.
Mt. Morris—Norman A. Seymore, Op. House.
Newburg—N. W. Conyes, 69 Henry av.
New York—Harry Munson, 4 Murray st.
Niagara Falls—Mrs. C. Clayton, 21 Thomas.
Oswego—Jos. A. Wallace.
Rochester—J. E. Stroyer, 114 Weld st.
Salamanca—C. R. Gibson.
Schenectady—Harry F. Miller, 611 Chapel st.
Syracuse—Geo. C. Castner.
Saratoga Springs—E. L. Williams, 25 W. Circular.
Troy—Mrs. M. E. Dundon, 114 4th st.
Tonawanda—Whitmier & Filbrick.
Utica—John Napier, 6 Madison st.
Whitehall—S. Lamphron, Box 132.
Yonkers—W. L. Mildrum & Co.

NEVADA.
Virginia City—John H. Dunlap, Box 24.

NORTH CAROLINA.
Asheville—John D. Plummer, Opera House.

OHIO.
Akron—Bryan & Co., 125 S. Main.
Ashtabula—J. L. Smith.
Athens—C. T. Crippen, Union st.
Bellefontaine—The Union Adv. Co., 613 W. Sandusky.
Bowling Green—A. H. Yonker, 18 W. Wooster
Bucyrus—F. R. Myers, 236 N. Spring st.
Canton—M. C. Barber, Grand Opera House.
Cincinnati—W. H. Steinbrenner, 519 Main st.
Columbus—F. Altman & Son, 540 E. Main st.
Cosohcton—Frank H. Dinsmore, Box 301.
Cleveland—Bryan & Co., 17-19 High st.
Dayton—Jas. B. McConnon, 721 E. 2d st.
Defiance—Frank P. Elliott, 106 E. High st.
Delaware—Geo. D. McGuire, 169 S. Franklin st.
Delphos—Chas. A. Hood.
Elyria—J. J. Howlett, 22 West av., North.
Findlay—P. B. Oliver.
Galion—S. E. Riblet, 119 E. Main st.
Greenville—Louis W. Murphy, 131 W. Water.
Hamilton—Geo. W. Riley, 310 High st.
Ironton—J. H. Haynes & Son, 262 Mulberry.
Kenton—Jos. C. Warvel, 323 E. Franklin st.
Lancaster—Mrs. Clara M. McNeill, Main st.
Lima—W. C. Tirrill & Co., 216 W. Market st.
Logan—F. A. Koppe.
Loraine—P. J. Smith.
Mansfield—E. R. Endly, 232 W. 4th st.
Marietta—C. P. Thomas, 305 Scammal st.
Marion—Marion Adv. Co., D. N. Christian.
Middletown—Geo. W. Riley, Hamilton.
Mt. Vernon—Haymes Bros., Public Square.
Medina, Medina Co.—J. F. Jones, N. Court st.
Martin's Ferry—Will A. Miller.
Miamisburg—Chas. C. Miller, 29 N. Main st.
Newark—E. O. Burroughs, Box 296.
Norwalk—M. S. Wooster, 20 W. Main st.
Piqua—Hixson Bros., Box 866.
Portsmouth—R. W. Lodwick, 118 W. 3d st.
Salem—Harry S. Warner, 60 E. 6th st.
Sandusky—Chas. Baetz, 101 Jackson st.
Shelby—J. M. Fogelson, 36 W. Main st.
Sidney—Chas. P. Rodgers, 550 Main st.
Springfield—H. H. Tyner, 22 N. Race st.
Steubenville—Chas. J. Vogel, 137 N. 3d st.
Tiffin—J. R. Lewis, 81 W. Perry st.
Toledo—Bryan & Co., 513 St. Clair st.
Troy—G. A. Brannan, 9 W. Main st.
Urbana—C. O. Taylor, 125 E. Court st.
Van Wert—Smith & Leithy.
Wooster—Geo. Kettler, 88 W. Larwill st.
Xenia—C. L. McClellan.
Youngstown—John M. Evans, Box 153.
Zanesville—England Bros., 31 N. 5th st.

OREGON.
Corvallis—G. W. Bingham, Main st., Box 135.
McMinniville—G. F. Bangasser, Box 38.
Portland—John T. Williams, 346 Morrison.

OKLAHOMA TERRITORY.
Kingfisher—Wm. A. Northup, 318 S. Main st.
Oklahoma City—Oscar V. Nix, 202½ Grand av.

PENNSYLVANIA.
Allegheny—J. T. Hudson, Pittsburg, Pa.
Allentown—N. E. Worman, 532 Hamilton st.
Archibald—Jas. H. Swift.
Bethlehem—Jacob F. Yellis.
Burgettstown—The 2 Macs Co., McDonald, Pa.
Carbondale—J. O'Hearn, 15 Main st.
Carlisle—Wm. M. Meloy, Box 49.
Connellsville—Clowes Adv. & Dist. Co.
Dunmore—Reese & Long.
Easton—Dr. W. K. Detwiller, 232 Bushkill st.
Franklin—Alexander Bradley, 4th and 5th st.
Hallstead—James S. Claxton & Co.
Harrisburg—Arthur C. Young, 18 N. Third st.
Indiana—Harry K. Apple, 709 Philadelphia st.
Lebanon—G. H. Spang, 405 Cumberland st.
Lancaster—Howard M. Soders, 137 Church st.
McDonald, Wash. Co.—The 2 Macs Co.
Mansfield—W. D. Husted Adv. Co. 67 Main st.
New Castle—J. G. Loving.
Noblesville—The 2 Macs Co., McDonald, Pa.
Oakdale—The 2 Macs Co., McDonald, Pa.
Pottstown—Jacob E. Amole, 30 High st.
Pottsville—Chas. L. Weiss, 40 E. Bacon st.
Pittsburg—Twin City Distributing Agency.
Pittston—R. E. Hankee, 15 S. Main st.
Philadelphia—American Bill Posting Co.
Reading—H. J. Lindenmuth, 514 S. 9th st.
Scranton—Reese & Long.
Tamaqua—G. A. Jacobs, 11 E. Broad st.
Wilkesbarre—W. H. Burgunder.
Williamsport—S. M. Bond, Cherry and Rural.

RHODE ISLAND.
Pawtucket—J. E. McMahon, 43 Summer st.

TENNESSEE.
Chattanooga—H. S. Holmes, 16 E. 7th st.
Covington—H. N. Holshouser, L. B. 457.
Knoxville—Southern Bill Post. Co., Box 832.
Memphis—R. S. Douglas, Grand Op. House.

TEXAS.
Arroyo—Valle & Bro. Adv. Co., Box 286.
Beaumont—Welcome Rollins, Box 274.
Calvert—J. P. Casimir, Main st.
Dallas—H. C. Oury.
Galveston—J. E. Howard, Box 134.
Houston—Thos. F. O'Leary, 801 Capitol av.
San Antonio—Texas Advertising Co.
Sherman—J. Long, 117 East Side Square.
Terrell—H. C. Oury.

UTAH.
Logan—Will Crockett, Box 11.

VERMONT.
Burlington—P. H. Ward, 151 Maple st.

VIRGINIA.
Alexandria—C. D. Wright, Washington, D. C.
Lynchburg—J. J. Hughes & Co., 1211 Main.
Norfolk—S. S. Kelly & Co., 355 Main st.
Portsmouth—S. C. Draper, 905 Washington st.
Roanoke—W. L. Robertson, Box 297.
Staunton—J. H. Bell.
Winchester—Cornelius Gibbens, Lock Box 64.

WEST VIRGINIA.
Clarksburg—W. L. Dieson, Pike and 3d sts.
Martinsburg—F. C. Baker, 246 Queen st.
Parkersburg—Parkerburg Adv. Co., 5th and Avery sts.
Wheeling—A. W. Rader, 9th st. and Alley C.

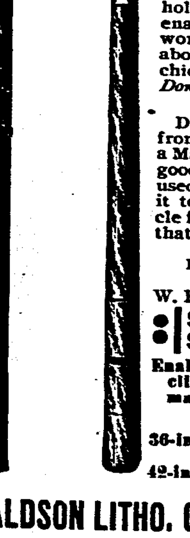
WISCONSIN.
Appleton—Wm. E. Cadman, Box 1225.
Fond du Lac—P. B. Haber.
Janesville— Peter L. Myers.
La Crosse—Aug. Erickson & Co., 331 Pearl st.
Milwaukee—Walter D. Dixon, 583 18th st.
Oshkosh—J. E. Williams, 24 High st.
Racine—W. C. Tiede, 325 Main st.
Sheboygan—E. J. Kempf, 731 Penn. av.
Watertown—F. C. Volckman, 103 Main st.

WYOMING.
Laramie—H. E. Root.

WASHINGTON.
North Yakima—Bryson & Hauser, Box 611.
Vancouver—John L. Marsh, 5th st.

WASHINGTON, D. C.
Clarence D. Wright, 707 1st st. N. W.

JOINTED MAGNETIC HAMMERS
Just the thing for Card Tackers.



The hammer is a true magnet which will never wear out or lose its magnetic power. The jointed handle and mechanical device on the side, which holds the card or tin sign enables you to get your work up high—away above the reach of mischievous kids.

Donaldson Lith. Co., Cincinnati, O.

DEAR SIRS: I received from you a few days ago a Magnetic Hammer in good condition I have used the same and find it to be the finest article for putting up signs that I have ever used.
Yours truly.
FLEISCHMAN & CO.
Gardner, Mass.
W. P. BARDERD, Agt.

SAVES CLIMBING.
SAVES WORK.

Enables you to give your clients first-class permanent service.

PRICES:
36-in. handles, 2 sections, $2.00
42-in. handles, 3 sections, $2.50

DONALDSON LITHO. CO., Sole Agents,
CINCINNATI.
Cash Must Accompany Order. None Sent C.O.D

BUBB
POSTS BILLS AND DISTRIBUTES CIRCULARS AT
WILLIAMSPORT, PENN'A

THE BILLBOARD.

PUBLISHED MONTHLY AT
127 East Eighth Street, Cincinnat, O., U. S. A.
Address all communications
For the editorial or business departments to
THE BILLBOARD PUBLISHING CO.

Subscription, $1.00 Per Year, In Advance.

ADVERTISING RATES:

Advertisements will be published at the uniform rate of ten cents per agate line; copy for advertisements must reach us on or before the twenty-fifth of the month. Our terms are cash.

Billboard Advertising is sold in London at Low's Exchange, 57 Charing Cross, and at American Advertising Newspaper Agency, Trafalgar Buildings, Northumberland Ave., W. C. In Paris, at Breland's, 17 Avenue del Opera. The trade supplied by the American News Co. and its branches.

Remittance should be made by cheque, post-office or express money order, or registered letter addressed and made payable to The Billboard Pub. Co.

The editor cannot undertake to return unsolicited manuscript; correspondents should keep copy.

When it is necessary to wire us the instructions and copy for advertisements, great saving in the matter of telegraph tolls may be had by recourse to the Donaldson Cipher Code.

Entered as Second-Class Matter at Post Office at Cincinnati, Ohio.

NOVEMBER, 1898.

The time is fast approaching when Advertics will be taught in our commercial colleges. It will be esteemed as important an element of the college course as accountics, and fully as much time and attention will be devoted to it. About all that is lacking at the present time is a text-book, and it will be forthcoming shortly. There is never a need made manifest but some one arises with the ability to supply it.

We have a vast fund of facts, and of course we must necessarily have among them more than one pseudodox. These latter will be readily detected and thrown out in the process of systematizing and co-ordination.

With our facts arranged and classified, the method of induction will readily give us an order among them, and bring to light the regular laws by which disseminative incentive, like every other other natural agency, operates.

***

Of course, advertising itself is an applied, or rather, a progressive art. Viewed in its purely utilitarian or artificial aspect, it can never be reduced to a science, from the very fact that science has to do only with the agencies of nature. But back of advertising's artificial habiliments, back of the press, beyond the bill board, distributing facilities, the telegraph and the mails, is nature, ever restless, ever operating. Her agencies, ever proceeding in a regular manner, according to fixed and clearly defined laws.

And here Adverties finds its province. The new science will not profess to impart to man the power of advertising any more than logic gives him the power of thinking, or grammar the capacity of speech. Advertics will find men engaged in disseminating incentive intelligence, and then proceed to unfold the laws involved, just as grammar presupposes that men can speak, and proceeds to detect the rules of correct speech. And as grammar, by its rules, enables persons to express themselves correctly, clearly and accurately, so Advertics, by expounding the laws of disseminative incentive, will guard against mistakes in advertising.

***

Its field is well marked, rigid and exact; for though it will always be more or less intimately associated with psychology, logic, grammar, rhetoric and the science of language, it need never trespass upon the territory of its neighbors.

We may even go so far as to define it, and thereby accord it a place among the sciences. Let us say that "Advertics is the science of the laws of incentive intelligence." Starting with this the next step will be to carefully watch the operations. By so doing we may discover what these laws are, and express them in language or in formulae, as the case may be.

***

In doing this we are constructing a science which is co-ordinated knowledge, as distinguished from the knowledge of individual things or isolated facts, as they present themselves. The next step necessary is to effect the grand divisions. They readily present themselves. Intelligence is of two kinds; thought, pure and simple, as it exists in the mind, and thought expressed—reduced to language.

Therefore, Advertics should be divided accordingly. Part I should take up thought, and the observations should, or rather must, be conducted by pure self-consciousness. Cognitions must be followed from sense perception through their various phases, until they reach the motive faculties or orective powers. Part II should deal with the nature of the expressed intelligence, examining into the particular attributes which create desire or move the will to action.

In both instances investigation should be conducted by induction. Further than this we can not go in outlining our course. We must be guided by the discoveries we make, by the nature of the new country into which we have ventured.

***

It can be said with certainty, however, that progress will be greatly facilitated by the construction of a particular logic, an oganon, as it were, which will give us the laws of correct thinking upon our subject. This we require as a propaedutic, but many difficulties present themselves in formulating it, for although we need it in the beginning, according to the course of human reason, it is the best thing we arrive at, when the science has been already matured, and needs only the finishing touches to perfect it.

Still the work would be fascinating. Let us organize a party to blaze a path into the new district. One man can not do it alone. Who will go along?

Early Bird.

Regarding the "Early Bird" showing at Knoxville, Tenn., $am W. Hoke sends in the following correspondence. The first letter is from the bill poster to the manufacturer, viz.:

Knoxville, Tenn., Oct. 15, 1898.

Mr. $am W. Hoke, New York City:

Dear Sir:—Yours of the 13th at hand, and in reply will say Mr. Hanes' representative called at our office and requested to check his paper. I made an appointment personally to meet him that afternoon, had my horse and buggy ready, but he failed to come. Now his paper was in good standing at the time, and to the full expiration of thirty days. We can not afford to lose the reputation we bear for a small job like Mr. Hanes'. If this gentlemen will take the trouble to call on me, I will gladly take him out and check his paper for him. Or if it will be of any satisfaction to you to see your paper up, I can have it photographed and sent you. What more can I do to give satisfaction than this? I have followed this business for twenty-five years, and find "honest service gives more work." If you can suggest any other method to satisfy all parties, let me know. I refer you to Ottenberg, who saw his work in our city, and also saw how we exert ourselves to push his goods, as we do for all others. I may, perhaps, see you in person soon. We remain at your service.

SOUTHERN BILL POSTING CO.,
E. C. Barnes, Manager.

The second letter is from the inspector also to the manufacturer, viz.:

Knoxville, Tenn., Oct. 16, 1898.

Messrs. P. H. Hanes & Co., Winston, N. C.:

Dear Sirs:—Yours with bill posters' list enclosed received. When I called on the bill poster on Monday, October 3, he could not furnish the list, but stated that they would be up the next day. This was impossible on account of rain. This morning Cameron and myself checked only five, and found that many were not up at places designated.

While in the vicinity of his office to-day, I saw him and three assoiates enter his office. I went in to see him, and Cameron crossed over to wait for me at the hotel. He saw that I had him, and the four stood me down that the boards had been up until yesterday. One of them assulted me with a stick, and struck me once, while he'd by his associates. They hust'ed me out of the door and closed it. I waited until they came out—and he will remember "Early Bird."

Wish you would send me all communications you have from him and his list. I am not hurt in any way, only slight bruises on my arm and head. They certainly are thieves and cowards, too.

Yours truly,
DAN HALL.

Mr. Barnes' assertion that he had followed the business for twenty-five years is erraneous. (Editor's note).

Paris Exposition.

The Way They Boom It.

Desperate cases require desperate measures. The American exhibit at Paris will be a frost, but it will not be on account of niggardly space accorded by the newspapers. Here are two clippings from the same edition of the same paper:

TURNED DOWN BY MR. PECK.

New York, October 21.—A dispatch to the World from Paris says: Twenty-eight applications for space in the American building at the Paris fair of 1900, approved by the late Maj. Handy as commissioner general and submitted by him to the French commissioner general, have been "turned down" by Mr. Peck, the new American representative. When Maj. Handy was in Paris last year, he selected from among the requests for space for restaurants, cafes and amusements within the American building twenty-eight which he judged to be up to the required standard. These he recommended officially. As all concessions which involve entrance fees, sale of articles, etc., must be accorded directly by the French authorities, the commissioners of foreign nations have only the right to apportion space for and decide upon the purely competitive exhibits of their countries. In a letter to the French commissioner Gen. Peck declares that he can not sanction the applications submitted and approved by his predecessor. As to space not another inch beyond what was granted to Maj. Handy will be allowed the United States. It is utterly impossible to get any more. Exhibitors must make the best of it and prepare to conform their exhibits to the space limits. At the American Chamber of Commerce banquet M. Picard, in a witty speech, blasted American hopes for more territory when he declared such a thing out of the question. He advised Mr. Peck to abandon his big dream and remember that Paris is not Chicago. The space accorded the United States is about 3,000 square metres in the Champ de Mars and 1,500 in the Esplanade des Invalides.

MORE SPACE GRANTED AT THE PARIS EXPOSITION.

Paris, Oct. 21.—Commissioner General Peck has won his fight for more space in the United States exhibit at the Paris Exposition. Not only have the exposition officers withdrawn their decision that the United States could have no room for a separate Government building, but have granted 22,000 more feet of space for the American exhibit. This gives the United States a total of 38,000 square feet.

New York as Reflected from the Billboards.

The fall business is on with a rush, every billboard in town seemingly being fully of the paper. The general commercial work is on in full blast, every theatre in town (forty-nine in-all) is using the billboards, and to cap it all, the political canvas is now beginning, and innumerable small work has got to be accommodated during the coming few weeks.

Hustling Harry Munson is constantly springing some new surprise on the advertisers, his last being the renting of the entire building at Forty-first street and Broadway, and covering it entirely with billboards, five, six or seven decks. Munson's billboards at

City Hall, some 700 feet of them, and along New kim street, are among the surprises of the downtown district; and in addition to these he has secured the thousand-foot billboard around the new Tombs Building now in course of construction. The fact of the matter is that other billposters can give an advertiser a showing on the side streets and in Goatville, but Harry Munson has practically the entire downtown district. That the advertisers appreciate his plant is evident from the numerous exclusive contracts he carries. Among the paper seen on Munson's boards (not mentioning any of the amusement paper at all, nor any of the small paper) are Franco American Soups, Blue Label Ketchup, Seidenberg's Cigars, Young's Hats, Adams Tutti Frutti Gum, Virgin Leaf Tobacco, Hawes' Hats, Boro Lithia Water, Pearline, Johann Hoff's Malt Extract, H. O., Reach Salt, Mennen's Toilet Powder, Quaker ats, Old Valley Whiskey, Reckitt's Blue, Diamond Dyes, Eldridge Bicycle, Emerson Shoes, etc., etc.

Early Bird Tobacco, Thomas Carlyle Cigars and Young's Hats are among the new posters bearing $am W. Hoke's imprint.

All the theatrical printing houses have been extremely busy for the past two months, but are catching up with their work now, and are sending their emissaries among the manufacturing concerns, and we may, therefore, hope to see many new advertisers on the billboards before the end of the year.

The suburbs in the vicinity of New York City are getting their full share of the good things. Mildrum, of Yonkers; Le Veniss, of New Rochelle; Ring, of Mount Vernon; Dunn, of Tompkinsville; Charley Wood, of Jamaica, and the McElroy boys, of Flushing, all are expressing themselves very well pleased with the opening of the fall season. M. F. Sprenger, "the honest king" of Poughkeepsie, reports that business never was better. George Vanderbilt, of Tarrytown, has every billboard full, and is busily engaged in buying lumber. The Paterson Billposting Co. have Paterson, Passaic and Rutherford well covered, everybody is happy, and the goose hangs high.

About the most beautiful poster seen here this year is the Alice Nelson Daisy Stand, made by the A. S. Beer Co. The background is a mass of daisies, a portrait(full figure) in center of the stand, lettering in white on the background of daisies. These delicate effects are usually lacking in advertising strength, but this poster is not only a thing of beauty, but an easy reader as well.

Miss Griswold is quietly laying wires. Nearly all the Executive Committee are now in favor of making her paper the official organ as soon as the Hyphenated Resuscitation expires again.

$am W. Hoke is off again to the Sunny South, bent on both business and pleasure. He is loaded down with life-sized sketches, and, of course, his Humber goes also.

Cuban Cigars, Scalping Knife Tobacco, Star Tobacco, Red Indian Tobacco, are among the commercial posters on the Phila bill boards.

$am W. Hoke says he would willingly forgive everything if Dan Robison would only use clear water instead of rye paste to "rub in."

On another page of this issue we publish a picture of Advance Advertising Car No. 1 of the Buffalo Bill Shows, together with a group of the boys who have constituted the crew during the past season.

They come in with the story that one of their number (we will not say which) posted one thousand and twelve sheets on a country route in one day of fourteen hours.

It is curious that these phenominal records are invariably made on country routes, but it is, nevertheless, a fact, as the driver will testify.

The Santa Fe has put out a very pretty poster, announcing the Priests of Pallas and Karnival Krewe festivities of Carnival week. The poster is in black and red upon a background of old gold, and the illustration includes King Ki Ki, his satanic majesty; Kween Karnation and other appropriate characters, with a full list of the attractions of the week.

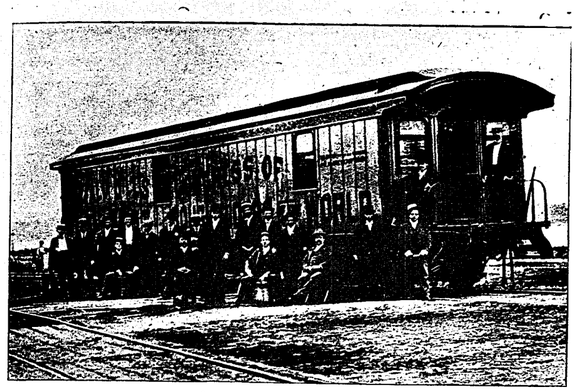
THE POSTER GIRL.

The poster girl is passing fast,
Her vogue on earth is o'er;
Her violet lips and greenish hair
We soon shall see no more.

That wobbly waist, her twisted arms,
Her slanting eyes and hands,
Are fading from these smudgy skies
to other grotesque lands.

Oh, ere you die, weird poster girl,
While yet our speech there's room—
Say, when you're buried would you like
A pink and purple tomb?

—Exchange.



ADVERTISING CAR NO. 1.
Buffalo Bill's Wild West.

Rochester.

City Loses in Action Against Billposting Co.—Sought to Have the Company Remove Billboard—Company Given a Permanent Injunction Restraining the City from Removing the Board.

(Special Correspondence.)

The Rochester Bill Posting Company has come out victorious in its fight with the city which sought to have a bill board on East Main street removed on the ground that it was unsightly and dangerous. The case was decided by Judge Dwight of the Appellate Division, ptember 27, the court giving the company a permanent injunction restraining the city from removing the bill board.

In November, 1894, the Rochester Bill Posting Company had a bill board about ten feet high and 150 feet long erected on the south side of East Main street between University avenue and North Union street, in the Sixth Ward. Objection was made to the board by some of the residents of the vicinity, and the matter was called to the attention of Alderman Adams, who brought it up at a meeting of the Common Council. A resolution directing the Fire Marshal to remove the bill board was adopted by the Council. President Stahlbrodt of the company at once took the matter into the courts and secured a temporary injunction restraining the city from removing the bill board. The matter has been in the courts ever since, the temporary injunction remaining in effect pending a decision on an application for a permanent injunction made by the company.

The case came up before Judge Dwight in the Appellate Court to-day, Assistant Corporation Counsel Fleckenstein appearing for the city and John R. Fanning for the company. Several witnesses testifield for the company for the purpose of showing that the bill board was not dangerous or unsightly, as claimed by the city. No witnesses were produced by the city.

Judge Dwight rendered a decision granting a permanent injunction restraining the city from removing the bill board. The costs of the action will, therefore, fall on the city, and the bill board will remain.

The Youth's Companion.

The principal attractions offered by The Youth's Companion for the remaining weeks of 1898 provide a foretaste of the good things to follow in the new volume for 1899. To the first issue in November Frank R. Stockton will contribute a humorous sketch, entitled "Some of My Dogs," and in the issue for the week of November 10th will appear Rudyard Kipling's thrilling story of the heroism of soldiers in the ranks, "The Burning of Sarah Sands." In the seven issues to follow there will be contributions by Lord Dufferin, William D. Howells, J. E. Chamberlin, the American war correspondent; Mary E. Wilkins, Hon. Thomas B. Reed, the Marquis of Lorne; Mme. Lillian Nordica and I. Zangwill. Those who subscribe now for the 1899 volume will receive every November and December issue of The Companion from the time of subscription to the end of the year free, the Companion Calendar for 1899 free, and then the entire 52 issues of The Companion to January 1, 1900. An illustrated announcement of the 1899 volume and sample copies will be sent free to any one addressing

THE YOUTH'S COMPANION,
211 Columbus Ave., Boston, Mass.

Painting Water Color Signs.

The first thing to consider is the brushes. Regular water color brushes should be used. They are numbered from 1 to 12. For ordinary work alternate sizes should be used; that is, skip every other size. A couple of sky or wash brushes, a large one and a small one, are needed. These are used for putting in backgrounds, heavy scenery, etc. For rough, heavy work on brick, old weather-beaten boards, etc., ordinary house brushes will come in handy. He should also have a couple or more of lacquering or varnish brushes; black Siberian are considered the best. A set of camel-hair quill pencils in sizes from 1 to 8 will complete an outfit for all ordinary sign work in water colors. If you desire to save you brushes and keep them in condition to do good work, never permit them to be used in oil. When done using them for the time being, wash them out in water and lay them away. When wanted to be used again, dip them in water and work them until comparatively dry on the palm of the hand or on a smooth board.

The colors for fine work come in three forms, viz., dry cakes, moist cakes, and moist tubes. Moist cakes seem to be the favorite. Tubes are the best, but are considered too expensive, except for fine illustrated work. Outfits in moist cakes suitable for placard work may be had at any art store anywhere from $3 to $25.

House painters usually call them distemper colors. No matter by what name they are known, they are nothing more than the dry pigments, the same as used in oil.

There are several prepared products used in house decoration that serve admirably for water color signs; they are known by such names as Gypsine, Plastico, Onresco, Muresco, etc. Gypsine is considered the most useful to the sign painter. This is the stuff that show people use when advertising on glass.

Fading is the worst thing to contend with in water color signs, particularly when in a strong light. Purple and green fade most. However, the use of them may be avoided. To make them stand the weather, mix the water colors in gum or glue water, and when dry flow on a coat of pale linseed oil. Another way is to give the work a coat of isinglass, then a coat of Damar varnish. Possibly the best way is to spray on the fixatif made for the purpose.

Common water colors always work best hot. Do not use common water colors as soon as mixed. First soak the colors in water for several hours, then pour on hot water until the proper consistency is reached. When mixed in glue water, dissolve a little chloride of potash in it. This prevents the glue from cracking.

Aim to wash in the background in one coat, and to do the lettering in one coat. Keep the colors stiff when lettering, relying on the dexterous use of the brush to get them smooth. A good and easy working water color may be made by rubbing common distemper up in dextrine. A druggist's mortar may be used to do this.

Who Was He?

Some thirty years ago a man painted a sign at "Harper's Ferry" in Chicago. The summer's sun and the winter's storms have in no way dimmed the lustre of the paint used on this sign. The words stand out boldly, and the sand blown against it by the wind has worn the unpainted wood until the letters stand out about one-sixteenth of an inch. No modern paint, it is averred by those who should know, could resist the inclement elements as that which was used on this sign. Its preparation is one of the lost arts, and the Western Society of Engineers is endeavoring to find the man who painted the sign and learn from him the valuable secret of making paint that will outwear wood and retain its lustre.

Your subscription to "The Billboard" is now due. Have you paid it?

Pete Mylius was a "Billboard" caller October 5.

In-the-Swim was a "Billboard" caller October 5.

Publishers' Corner.

With this issue "The Billboard" enters upon the fifth year of its existence. During the past twelve months the paper has grown much both in circulation and influence. It has lost few readers and has gained many new friends. The increasing favor which it has found among sign painters is truly remarkable. Twelve months ago we numbered scarcely a dozen among our paid subscribers, and these were mostly bulletin painters. Today we reach upwards of fifteen hundred, besides the many billposters who also follow sign painting and paper hanging.

We have also added many new names among the billposters to our list.

Among distributors our increase has been less noteworthy, simply from the fact that we had already reached the limit of circulation long before the past year begun. We could have made substantial increase among so-called distributors in the small towns, but the circulation would have been neither substantial nor desirable. For the most part they are mostly boys or very young men. They can not make a livelihood out of distributing, and therefore we do not think they are entitled to be called distributors. As we said before, they are mostly boys, and about the only thing they accomplish is to rob the billposter of a share of his legitimate income.

We hope to see the time when the city billposter in the small towns will control the distributing, sign-tacking and sign painting. They are kindred callings which complement each other, and together will give one man a good living, and make it worth his while to devote his best efforts to the business. When this state of affairs has come to pass advertisers will find it possible to procure good service in the real small towns.

And speaking about advertisers, we have really made most gratifying progress among them. For the first three years we found circulation building in this field about the toughest proposition we had ever tackled. During the past year, though, we have really done very well. We have secured almost one thousand subscribers who are prominent in the advertising world, and we can tell from our correspondence that interest is on the increase. We can confidently promise to increase this number three-fold during the coming year. We shall give them the kind of a paper they want, and our experience tells us that they will buy it and read it.

We are going to publish our usual and elaborate and special number for Christmas. It will be an improvement on all our past efforts, and we invite billposters, sign painters, distributors, fair managers and poster printers to use advertising space liberally. The edition will be 12,500. No advance in advertising rates. Following our usual custom, we will mail large numbers to billposters and advertisers in foreign lands, especially England, Ireland, Scotland, Wales, India and Australia. An advertisement will more than pay in this particular number.

Wanted—An Editor.

W. H. Donaldson has severed his connection with "The Billboard." The executive committee of the Associated Bill Posters demanded of Mr. Donaldson that he institute a policy in the conduct of this paper that would have ruined it. Mr. Donaldson's associates in The Billboard Publishing Co. objected, and he resigned. Many efforts have been made to have him reconsider his action, but without result.

His time is fully occupied with other matters, and he is bound and determined to hold his membership in the A. B. P., so "The Billboard" needs an editor. It also wants to hear from a capable young man to occupy the position of advertising manager. Good salaries will be paid both, but good does not mean fancy.

The pack of knockers and snapping curs that have been howling house-organ at "The Billboard" whenever the chance offered will now have to frame a new hue-and-cry. This ought to hold them for awhile.

BAKER CITY, OREGON. A good town of 3,000.
W. NEWELL,
Billposter and Distributor.
1,000 feet of well built boards and more in course of construction. Rate, $2 per sheet per month. L. P. R. & G. Send me your Paper. I will treat it right.

SOME OF THE BOYS OF ADVERTISING CAR NO. 1.
Buffalo Bill's Wild West.

Fair Department

THE COUNTY FAIR.

Now the pumpkin glows resplenden
'Mid the rows of ripened corn;
Now the hunted prairie chicken
Wishes he had not been born;
Now the suave machine collectors
Every day the farmers greet;
Now the roads are blocked with wagons
Hauling thirty-two-cent wheat,
And the merchant advertises
"Winter clothing—cheap, but neat!"

Now the farmer, from his harvest,
Lays his largest pumpkin by,
Softly smiling as he thinks how
It will strike the judge's eye;
Now his thrifty wife is building
Piece by piece rare patchwork quilts,
And his daughters paint on canvas
Brick-red boys in purple kilts,
Crimson leaves and pale-green berries,
Steel-grey stocks on yellow stilts.

Now the racehorse trainer gravely
Walks the bob-tailed plug around
And each day the trusty jockey
Rides him swiftly o'er the ground
Both the trainer and the jockey
Work him early, work him late:
While his owner's nether limb they
Regularly elongate;
And the fondly trusting owner
Credulously pays the freight.

Now the weeds upon the racetrack
Fast before the sickle fall;
Loud the hammers of the workmen
Echo in the floral hall.
Oft the county fair directors
Sit in solemn conclave drear,
Planning for the grand occasion,
Glory of the passing year!
All these portents plainly teach us
County fair time's drawing near!

County fair! Event auspicious!
Heralded both far and near
In our guileless rustic circles
As the climax of the year!
Joyfully we hail thy coming—
Never with thy charm can vie
Marble-palaced expositions,
Though their temples kiss the sky.
Dearer far the signs that tell us,
County fair time's drawing nigh.

Omaha,

And the Convention of the A. A. O F A. E.

We had intended to hold this month's issue back a couple of days, and include an account of the convention of the American Association of Fairs and Expositions. After considering the matter carefully, however, we decided that any account which came by wire must of necessity be vague, incomplete and unsatisfactory; while to wait for the complete minutes would be altogether out of the question.

Under the circumstances we decided to produce the whole report of the meeting in our December issue. We have arranged for a complete stenographic report of the convention, and it will be revised by the secretary and carefully edited. It will appear in our Christmas number, issued November 28 next.

Exhibitions as Good Advertising Mediums.

As the controversy as to the value of exhibitions as advertising mediums is always likely to be one of more or less interest to the general advertiser, it is particularly helpful at times to hear the subject discussed concisely and sensibly as it was done recently at the Northern Counties' Grocery Exhibition at Duckworth, M. P., in performing the opening ceremony.

In the course of his remarks he said:

"Certainly it was a very interesting occasion, as they were met as business men, not so much to air their eloquence as to 'talk shop,' their object being to facilitate business, and not to occupy their time with empty or useless talk. (Hear, hear). It might be asked, What were the aims and objects of such an exhibition as that? Well, they did not deny that it was in the nature of an advertisement, and grocers did not despise advertisements (Hear, hear). Some of them attributed much of their success to judicious advertising. There were advertisements which some of them would not like to own. There were advertisements which overshot the mark—advertisements which would not stand a very rigid examination; but he was pleased to say that in going from stall to stall in that exhibition he had not seen the slightest thing that could in any way be considered objectionable, and that everything was reasonable and fair and in accordance with the general views and requirements of the trade. He dared say that some of them had seen advertisements that would not stand the test of examination; but it ought to be their aim, as straightforward and honest business men, whether in the wholesale or retail branch of the trade, to see that their advertisements were reasonable and fair, and in accordance with truth, and, above all, they ought to try to see that the articles they advertised to be sold possessed some intrinsic merit. (Hear, hear)."

Mr. John Mark, in supporting a vote of thanks to the above gentlemen, said: "Mr. Duckworth spoke out with no uncertain voice on a subject which he (Mr. Mark)—when as Mayor of Manchester he was entertained to a banquet by his fellow-traders—had occasion to deal with, namely, the terms employed in their advertisements by over-zealous tradesmen— terms which if analyzed would neither be found to be truthful nor fair, as they cast a reflection upon other tradesmen. That ought not to be. (Hear, hear). He quite agreed with what Mr. Duckworth had said regarding business enterprise, but he also felt that in matters of that kind they ought to be exceedingly guarded not to say anything that would reflect upon either the credit or the character of their fellow-tradesmen. (Applause). If a man said he was selling 'the finest tea the world produced' at a certain price, it went without saying that anyone who might be selling tea above the figure named in such an advertisement was abstracting from the public an unjustifiable profit. What he maintained was that such statements were untruthful and ought not to be made. (Hear, hear)."

Looking round the numerous stands which included many of the largest and best known firms in the Kingdom, one could everywhere see the zeal for attracting attention the various exhibitors were displaying.

As for instance, J. & J. Colman, Ltd., Norwich, had their stall in the form of an exact model of the works at Norwich, designed and made by Mr. Charles Clowes, of Granville House, Norfolk-street, Strand, and one had only to look at the photographs of the factory hung on the screens to see with what care and exactness Mr. Clowes had accomplished his task.

E. Lazenby & Son, Ltd., London, liberally distributed free samples of all their leading preparations.

Goodall, Backhouse & Co., Leeds, were similarly generous with bottles.

"The Billboard" reaches practically every fair association in the U. S. and Canada.

Judging Fruit at Agricultural Fairs.

To anyone who has ever given the subject any attention, the necessity for a reformation in the matter of proper naming of varieties of fruits on exhibition at our agricultural fairs is, I believe, so readily apparent as to hardly admit of argument. Attending, as I have done for the last half dozen years, an average of some six or seven fairs each season, and with a natural love for an interest in the fruit exhibits made at these fairs, I have been strongly impressed with the incongruity of the awards of premiums as they are often given on even some of the more common varieties of apples and pears, such as should be readily distinguished by any man sufficiently a judge of fruits to entitle him to act in such capacity.

Of course, it is easy to understand how, with so many varieties of fruits as nearly identical in general characteristics of form, color, etc., as they are, mistakes would be liable to occur, and this even with expert judges on such sorts as do closely resemble each other, particularly at the early date at which many of these exhibitions are held. But when one sees, as I have often seen, a first premium for Bartlett pears placed on a plate of Clapp's Favorite, or a plate of King apples, every sample of which is perfectly typical of that variety, bearing the label of Ben Davis and awarded first prize for the latter sort, it certainly seems as if there is something wrong either with the fruit grower who makes the exhibition or the judge awarding the premiums, or with both. And yet this latter did occur under my own observation at one of our local fairs in our own county when, the following fall, another plate of apples from the same tree was entered as Ben Davis and by another, an expert fruit judge, was ruled out as wrongly named, the owner of the fruit became very angry at the judge and appealed from his judgment to the officers of the association, who, however, upheld the judge in his decision.

"Why," said the exhibiter, "these apples are cerainly Ben Davis, for the tree from which the original scions were taken came from the nursery labeled as that sort," and he would not be convinced of the possibility of an error in the case.

The judge of fruit, however, told him he was quite willing to stake all his reputation on the decision of any competent authority on the question, and at his request the man sent a sample of his apple to the pomologist of the horicultural department at Washington, D. C., who reported the name of the variety as King of Tompkins Co., thus showing him it was just possible that by hook or crook a variety might be sent out from a nursery wrongly labeled.

No doubt many of the mistakes in nomenclature come from such mistakes, whether intentional or otherwise, in labelling of trees at the nursery, but the carelessness in permitting such errors to be perpetuated surely does much harm, and if our agricultural societies are to be educational in their influence there should be some means devised by which such gross errors would be avoided.

"But," says some one, "what is the remedy, and how shall it be applied?" While I do not know that I have any unfailing remedy for the evil, I would herewith make a suggestion or two on that line. First, it would be well for all our agricultural societies to employ for judges in this department such as may be called expert judges of fruits, and give to them the authority to rule out or exclude all varieties that are entered under a wrong name, subject only under certain restrictions to the privilege of the exhibiter to make corrections at any time before the judging of the fruit takes place. Then, if possible, let the one appointed to take charge as superintendent of the fruit department be also one who, if not an expert judge, has at least a good knowledge of the leading sorts and who will see to it that all exhibits are arranged in proper order and so far as possible classified according to season of maturity and general characteristics of similarity.

By such arrangement the work of judging will be greatly expedited and valuable time saved for the society as well as better satisfaction being given in the award of premiums. —E. J. Brownell, Delaware Co., N. Y.

The Aspen meeting was pulled off last week without broken bones, hard feelings or fast time. These country places will never have notable meetings until the managers learn the art of advertising. —Denver (Col.) Field and Farm.

New York State Fair.

The last exhibition of the New York State Agricultural Society was probably the largest and best one it ever made. The entries in every department were more than usually numerous, and all articles very fine. The animal department, from the best blooded horses and cattle down to the bantam chicks and Guinea pigs, was fully and splendidly represented. Farm implements and appliances, and products of all kinds, were shown by large numbers of manufacturers. The display of vegetables was grand, and some of the finest specimens ever seen. The collection of fruits by the Western New York Horticultural Society and the Eastern New York Horticultural Society. The former took the first prize and the latter the second. The display of the Eastern Society was remarkably fine, and it is not improbable that another year will see it carrying off first honors. The show of plants and cut flowers was a fine one, but the very hot weather during fair time was unfavorable to the good keeping of cut flowers.

It was noticed with pleasure that the objectionable feature of fakir side shows did not appear, the grounds being entirely free from them. The officers of the Society are to be commended for this result.

A temperature of 85 and 90 degrees or more, nearly every day of the fair, was not conducive to the comfort of the people or the animals. The buildings for the accommodation of the latter are very commodious and their comfort was secured to as great a degree as possible. The people, however, on the grounds were fully exposed to the sun from a cloudless sky, and that during some of the hottest weather of the past season. How thankful everyone would have been for the shade trees, but not a tree adorns the grounds. It is a great mistake that they are not planted. If this had been done when the grounds were first occupied by the Society, the trees would now afford considerable shade, and each succeeding year would increase their beauty and usefulness. This is a matter which should be no longer delayed, and a proper committee should be appointed and funds appropriated to plant the grounds suitably and in good style.

There are a great many persons, agricultural papers, implement manufacturers, etc., who will donate premiums and prizes for the advertisement it gives them. A premium of this sort is very often more highly prized than a cash premium.

The Kentucky State Fair.

It is extraordinary that so great a state as Kentucky should not annually enjoy a great state fair at one or other of her leading cities. No doubt either Louisville or Lexington would gladly co-operate with the state authorities in furnishing the necessary facilities for holding such a fair, and it does not seem that there should be any difficulty in bringing negotiations to a head with this end in view. We learn that of late a movement has been set afoot to have the state fair held in Lexington, but that negotiations can not be completed in time to permit of anything being done for a fair this season. This is to be regretted, but all, possibly, will be well if a state fair is held in Lexington in 1899. There does not seem to be any valid reason why a state fair can not be held in Lexington as well as in any other similar city in any other state of no greater resources. It is not to be expected that the state of Kentucky will turn out an enormous attendance as, for instance, the state of Illinois; but why should it not turn out as many as Wisconsin, whose fair managers manage annually to distribute some $30,000 among stockmen and some $10,000 more among employes and officers, for the most part residents of the state. Kentucky could certainly do as well, and with her, as with most of the other commonwealths, the major portion of the prize money offered would stay at home. Besides, wherever the Kentucky state fair is held, harness racing must obviously form a leading part of the show, which points to the selection of a location where that sport has an ardent following. No doubt Louisville would make an admirable point at which to hold the fair: but so long as the preponderance of opinion points to Lexington—and history tells us that state fairs do not necessarily succeed in cities of metropolitan proportions—by all means let the citizens of that place and its vicinity contribute each his share in work, influence, or money, to the end that a state fair may be permanently established in Kentucky fully worthy of her resources and wealth.

The agricultural papers instituted a well-organized crusade against gambling and Midway shows this season.

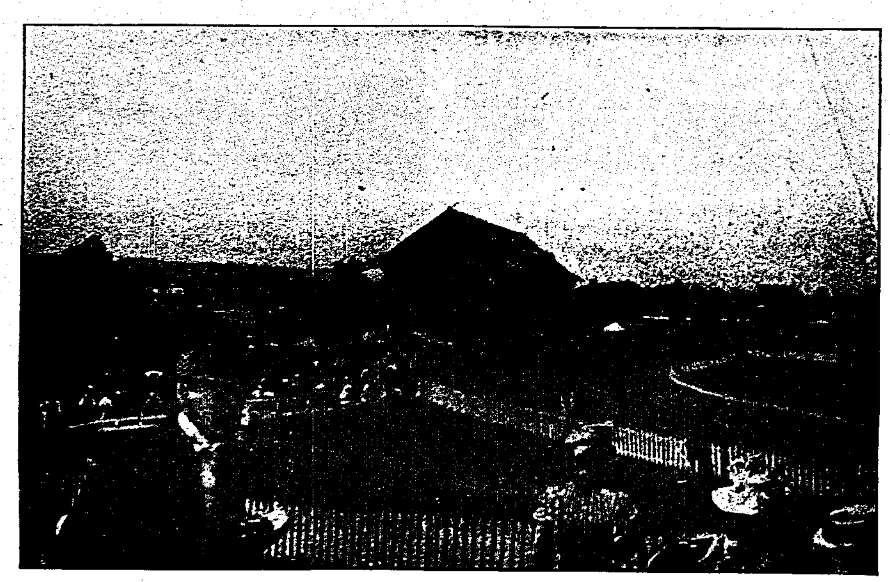
Papers that are purely educational usually have small circulations, and consequently limited opportunities to exercise educational influence. It is the same with fairs. Unless there is a potent attraction in the way of many and varied amusements, there will be but small attendance, and the exhibits will fail to influence as they should.

Management of Fairs.

The failure of so many fair associations to keep out of debt is one of the great subjects for discussion at this time of the year. The real difficulty appears to be the intrusion of the sporting element, which is manifest in racing, gaming and fakes of all sorts. The apparent attractiveness to the public of things of this sort so often deceives fair managers that they will always be able to produce their evil results.

Most of them are willing to pay directly towards the support of the fairs. Not a professional gambler who follows these meetings but is more than ready to pay a round fee for space inside the fence, for he is usually obliged to stop on the outside. He is even then able to gather about him so many people that the managers of the fair are in doubt as to the propriety of keeping such things at arm's length, and so the more legitimate trotter is embraced in full.

If the actual helps to a fair, helps that will remain such year after year instead of driving away the real supporters of it, were made the most of, good cultivators, breeders, manufacturers and the promoters of household affairs, there would be no need of the catch-penny methods that let in the very people who would do injury to the community at large and are a pest wherever they go. If it were possible for fairs to succeed by means of the fakirs and sporting element, they would at once fall into the class to which this gentry belongs, and should be voted a dangerous combination. The excuse for gaming is that it affords amusement, so that one of the aims of the fair association should be to furnish all possible amusement of the innocent sort, so that it will set aside the mistaken demand for amusement that dissipates and demoralizes the public.—Farmers Journal.



A Glimpse of the Carthage Fair Grounds, Hamilton County, O.

France, the Paris Exposition and the Lafayette Monument.

In spite of all the paid puffs and hired booming of the Paris Exposition, American exhibitors are holding off. Attempts have been made to create the impression that applications for space have far exceeded the original allotment, when, in fact, not one-tenth of it has been taken. Commissioner Peck is in France, and his daily itinerary is cabled to the American press. His doings, his plans, his aims and his successes are chronicled at great length, but little if anything is said of the insults offered to Americans in France solely because they are Americans.

Humiliating affronts, marked discourtesy and rude treatment is daily encountered in France, not only by American men, but by ladies, and even little children. The news does not come to us through the press, however. It is brought by private letters and returning tourists, all of whom are a unit in declaring that life in France for an American is simply unbearable at the present time.

The American press seems united in an attempt to suppress these facts. It is also united in an attempt to boom the American exhibit at the Paris Exposition. But for all that American exhibitors are asserting their Americanism and boycotting the Paris Exposition.

It is a safe prediction that the prospect to raise $250,000 in this country by popular subscription for a monument to Lafayette, to be erected in Paris, will not go through with a whirl, although if a number of people of wealth desire to carry through such a movement there can be no objection to it.

But the scheme to squeeze this enormous amount out of the poor school children of the United States by a "Lafayette Day" process is very much on the sandbagging order, and ought to be sat down upon instantly.

To begin with, a quarter of a million dollars is a very large amount of money for any monument. The monuments that have cost as much as that are not numerous, either in America or abroad. This, however, is not the important point in the matter. The memory of Lafayette has been honored with entire sufficiency by the people of the United States in proportion to what he did for us in the Revolutionary War. During his lifetime he was honored tremendously throughout the country upon the occasion of his visit. He received as a gift vast grants of land and $200,000 in gold from Congress, and was altogether given such general tokens of gratitude as probably no young nation ever showered upon an assistant to its liberation. All over the United States there are towns and counties bearing Lafayette's name, streets, parks and avenues by hundreds are called after him, and numerous statues and monuments stand to his honor in public places. The fact of the matter is that some other foreign officers who helped us nobly during the revolution have been sadly neglected.

The idea of setting up a monument to Lafayette in Paris is well enough, but to raise a quarter of a million here from school children when half of our great cities have no monuments of any sort to either Washington or Lincoln is utterly absurd. If the school children are to be drawn up and filled with patriotic enthusiasm, while they are requested to "each bring a dime" for a Lafayette monument to be put up some thousands of miles away, why not work the sa[illegible] first for some statues costing a fifth [illegible] and set up closer to their vision?

In view of the fact that Lafayette [illegible] ready been splendidly honored in this country, it is also worth while to remember that France has shown herself entirely the opposite of friendly toward the United States upon numerous occasions during the century. There is no denying that right recently during this Spanish war the most miserable petty insults have been heaped upon Americans in Paris. Hundreds of private letters have narrated street attacks, insults to women and men in public cafes and hotels that make the blood boil. The French newspapers have, as a rule, treated us in the manner of a lot of snapping curs and sided bitterly with the Spaniards.

The French people have shown decidedly their contempt for the United States on every occasion. They care nothing for anything American except our dollars, and for us to spend a quarter of a million in adding to the ornamental attraction of their capital is beyond all reasonable calculation.

What we most need here is to keep a proper proportion in our estimates of the heroic personages in our national history, and then spend our thousands upon monuments to decorate our own localities. The United States Government spent $250,000 only a few years ago for a monument to Lafayette which was made in Paris by French sculptors, and now stands in Washington. The most distinguished sculptor in America, who himself suggested that the French sculptors be chosen, stated afterward, in commenting on criticisms as to the "carelessness" of the work, that these aforesaid Frenchmen had declared it "good enough for America." Whether this is true or not we do not know, but we do know that Americans are looked upon as barbarians in a good many places amongst these people, and that their knowledge of America is as small as their contempt for anything outside their own country is great.

Now that the fair is over, why not obtain an early start? Why not perfect the organization, elect the officers and claim the dates for next year's fair before the present year expires? It will give the manager and the secretary a better chance to work. It will do more than anything else to make the fair a success. Call the meeting this month.

Mrs. Brooks, the famous butter artist, has some marvelous artistic productions in the exhibit of the Missouri Dairyman's Association at the Omaha Fair. Several pieces of statuary, together with busts and life-sized figures of McKinley and Dewey, attract most attention.

California.

The State Fair at Sacramento a Frost.

The California Jockey Club has lost money during its two weeks of racing in this city, and numbers of our citizens are deploring that result, declaring that the club will not hold another meeting at Sacramento.

As citizens vitally interested in every thing that conduces to the advantage and welfare of Sacramento, we can not say that we would be sorry if this city never saw another race meeting, with its attendant evils of book-making and pool rooms.

Legitimate racing is a splendid sport. But racing as now conducted is conductive of more gambling evils than all the faro games that ever existed. The pool rooms have been the financial and moral ruin of men, women and boys in San Francisco and Oakland. They have created embezzlers, forgers, convicts. And their evil hand is now upon this city of Sacramento.

If racing can not be conducted without spreading this blight of feverish and insane gambling among our people, to the detriment of business, to the ruination of morals, and to the increase of convicts, then we say that it is far better that Sacramento never sees another race meeting.

And from these strictures we do not except the state fair. If the state fair can not be made a success unless by the promiscuous spreading of this pool room gambling among our people—gambling which is not one-tenth as square as the average faro table—then we say Godspeed to the day when the state fair is taken away from this community—Sacramento Bee.

Thus does the Sacramento Bee, in its independent, vigorous style, confirm the arguments used by the writer when we fought and voted against an appropriation for carrying on a state fair on the grounds that, instead of benefitting the agricultural classes, the state fairs had simply become race courses for pool selling and gambling. As conducted in this state the large appropriations made for these state and district fairs are worse than thrown away because they demoralize the communities in which they are held. Last legislature appropriated $40,000 for the state fair, etc. We are in favor of agricultural fairs, which add interest and stir up competition in the lines of productions. But that is not the line on which our fairs are conducted, as this article from the Bee shows.

Paris Exposition.

Work on the Building Completely Suspended —Valuable Time Being Lost.

Paris, France, Otober 7 (Special Correspondence).—All work on the Exposition buildings and underground railroad leading to them has entirely ceased, and the biggest strike in years is on.

Sixty thousand mechanics and laborers, embracing practically all of the building trades artisans of Paris and its immediate environs, are involved.

The directors and the various construction and building committees are almost frantic over the outlook. The work is behind hand [illegible], and every day lost will be almost impossible to recover.

Unless the strike is settled very shortly, the opening of the exposition will have to be postponed.

The J. C. Ayer Co., of Lowell (Mass.), did a novel bit of advertising recently at the meeting of the North Middlesex County Fair in that city. At 3 o'clock in the afternoon there was a balloon ascension, and when the balloon had attained a considerable altitude 10,000 advertising circulars in the form of telegrams were thrown overboard and fluttered slowly about the heads and into the hands of the thousands of waiting people below. Then followed a scramble among the spectators who had captured one of the circulars to get them to the offices of the company and receive a cash prize. There were 28 prizes for men and the same number for women: to the first to deliver a circular, $20, to the second $10, to the third $5, and to the next twenty-five $1 each.

There were two special circulars, on which were printed, "Ayer's, the sarsaparilla that made sarsaparilla famous," and "One thing is certain, Ayer's Hair Vigor will make hair grow," respectively. The persons who secured these two circulars and presented them at the office received $10 each. There was great hustling to get to the office of the Ayer Company first. Horses and bicycles were used, while many small boys depended upon their legs to win prizes for them. The event was advertised a long time in advance by ads three-quarters of a column deep and three columns wide in the Lowell papers.—Printer's Ink.

On the whole, the season of 1898 was kind to the fairs. Comparatively few reports of loss have yet reached us, while many, in fact, very many, communications recite the pleasant story of increased attendance and a comfortable bank balance to be carried over to next year or spent in improvements on the grounds. In view of the war excitement, it must be conceded that the showing is a splendid one.

This augurs well for the season of 1899. It promises to be the best since 1892.

J. P. Reeve, Secretary Sparta Driving and Agricultural Association, says: "Your paper is all right and a great benefit to all fair associations."

The season of 1899 will see a marked revival of interest in fairs on the part of the large advertisers.

Poultry Shows.

With the fairs began the poultry shows, which will continue through the winter. The benefit that is conferred on the public by these shows can not be estimated. There has been a great advance in the character of our poultry and in the productiveness of all the flocks, and this advance has come indirectly from the shows. It is not easy to trace the causes and effects, but all of the influences of this kind are far wider in their reach than we comprehend. A farmer's boy goes to a show and becomes interested in some breed. He thinks little of what he saw at the show, but at the same time a new standard is set, toward which he works. In a few years he is the possessor of a good-sized poultry establishment. He has perhaps forgotten that the was influenced at all by the show at which he got his ideals, for the ideals are to him consciousness rather than a series of objects. Nevertheless the show had started influences that go on increasing in power according to the great rules of evolution. The seed was little and weak, but the tree resulting from the seed is great and its fruit excellent. The poultry shows must be fostered and encouraged, for they hold in them great power for good.

Jno. A. Parsons, Recording and Exhibition Secretary of the Troy (Po.) Fair, writes:

It is very gratifying to the management to report that our fair this season was a pleasing success in all respects.

E. L. Stearns, Secretary of the Eastern Maine State Fair, writes:

Our fair for the year of '98 was very successful, and had it not been for the loss of our principal attraction (Marion Mills), which we had extensively advertised, it would been a record-breaker. We cleaned up enough to winter on, and come out smiling in the spring, if we are here. Our attractions improve each year, and the public will always patronize a good show. We had a very heavy attendance during the middle days of the fair, and the other two were quite satisfactory. We should be pleased to see some of your staff at our exhibition in the coming year.

Bloomington's Big Bloomer.

The fair at Bloomington, Ind., turned out a pronounced failure as usual. The following letter to a prominent and well known Cincinnati printing house tells the sad story:

Replying to your letter of the 18th, in regard to the draft which you forwarded on the fair, will state that the big Bloomington Fair is a "thing" of the past, busted flat in every manner possible.

The fair already owed $2,000 before this fair was given, and I made an effort, backed by a number of others, to make a little money this fair to help pay on the old debt; instead of that it rained, rained, rained, and the fair went in the hole a $1,000 more. I am out three months' solid time in working for the fair, besides at least $200 expenses and money advanced in getting ready to hold the fair. What little money was received from fair sources was paid for labor bills. The horsemen were paid 50 cents on the dollar; nobody else has received any money. Every dollar of fair money is gone and exhausted.

I turned over into the funds for the payment of fair debts my salary, and so did the other officers of the fair. The fair has no property of any value which it is able to sell to realize any money. The fair grounds are owned by the county, and the buildings thereon placed by the Fair Association has been turned over to the county for rent due for the use of the Fair grounds and buildings thereon. This was done last spring with the understanding that the county will permit the Fair Association the free use of the Fair grounds and buildings thereon this fall for the purpose of holding a fair. The fair is over, and the lease was surrendered to the county last spring and all the buildings went to the county.

I am sorry to state that this is the state of facts that exists. I have lost more money than anybody else in the failure of the fair. I believe two-thirds of the county fairs in Indiana this year lose money, and a number of them went entirely broke, as it rained almost the entire month of September. I know several of the fairs that paid 50 cents on the dollar, and knew a number of others by reason of owning the Fair grounds were able to borrow money, as they had some security to offer. I remain Respectfully,

BIG BLOOMINGTON FAIR,
per C. R. Worrall, Asst. Mgr.

A Financial Success.

The Omaha Exposition Has Money in Bank and Its Biggest Month to Run.

Omaha, Neb., October 22 (Special Correspondence).—Omaha is to be congratulated upon the great financial success she has attained in her exposition. Already the clear profit is more than $300,000 and the time remaining may swell that to $500,000.

Excepting the Philadelphia Centennial, this is the only interstate exposition with national pretensions which has been a financial success. If matters turn out as now seem probable, this enterprise will return to its stockholders every dollar of their subscriptions. This will be encouragement for other experiments along the same line and for the country's good, for they are edifying and instructive in a very marked way.

But Omaha has been benefited to a much greater extent than is apparent on the surface. She has had a wonderful amount of free advertising, which is of no small benefit to a city. In addition her merchants and inn keepers have reaped large profits by reason of the increased trade of the visitors. If they had had no direct return from the exposition they would have been none the worse off, but as they are to get their money back they are doubly blessed.

This exposition was a daring venture for a city with a population less than 200,000. It is a gratification to known that the energy and daring of the people have been so abundantly rewarded.

It is said that before the experiment Omaha was in the dumps from a business standpoint. Business was dull and everything lagging. Now the city has taken on new life and trade is booming along every line. Surely the men who are the managers of the enterprise are entitled to the thanks of the whole city, for the success is undoubtedly due to good management and good financiering, coupled with Western energy. Omaha and her managers are to be congratulated on the wonderful success of their experiment.

Fred. M. Williams, Secretary Douglas County Agricultural Society, West Superior, Wis., writes:

At our election of officers for ensuing year the following were elected: F. M. Williams, President; W. H. Webb, Secretary; Harris Rayers, Treasurer.

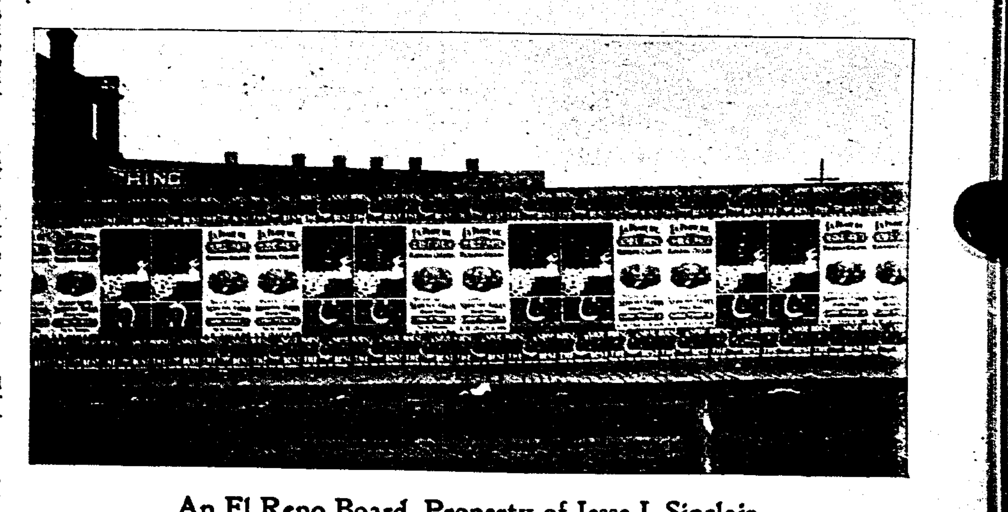
The matter of moving the fair was talked over, and an informal ballot was taken, which resulted in favor of moving the '99 fair to the Driving Park, and conduct our future fairs the same as at other points in the state, instead of in the large building located in the business part of the city. Next season's fair we expect will be one of the best held in the Northwest. We expect to join the Wisconsin Circuit and offer purses that will bring the best horses in this part of the west to our fair. We have a first-class one-half mile track, which will be improved and made one of the best in the West. New buildings will be erected for all classes of exhibits. After our meeting in January and our plans for ,99 are complete, I will advise you fully.

Space in the premium list is valuable. Advertisers of a certain class esteem it highly. Do you publish a premium list? If so, advertise the fact in "The Billboard."

THE FAIR.

Ruth. Raymond.

I do not think the days are lost
When we attend the county fair;
I never stop to count the cost
Of sundries only needed there.
When wife and children wear their best
I do not fear a dash of rain,
And proud to see them nicely dressed
Do not believe them weak and vain.
Their happy faces make me glad
As through the crowd I guide them well.
I do not take to every fad,
Am never called a country swell,
But up to date I like to be,
And all my loved ones just the same.
So at the fair we strive to see
The latest things in style and name.
"Progressive" is a pleasant word;
In all machines, the rake, the hoe,
In blooded stock, in fowl and bird
The fair some progress best will show
Each year; and those who wish may learn
Of man's device and woman's art.
So to the county fair I turn;
In every one I have a part.



An El Reno Board, Property of Jesse J. Sinclair.

LIST OF 1898 FAIRS.

This list is revised and corrected monthly. Secretaries are urgently requested to send in their dates at the earliest possible moment after they are claimed, and to notify us promptly as to any change. Rosters and dates are published absolutely Free of Charge.

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GEORGIA.

ANGUSTA—Nov. 28.
HAWKINSVILLE—Nov. 15.
LAWRENCEVILLE—Gwinnett Fair Association. Nov. 1 to 4. W. E. Simmons, pres.; W. G. McNelley, secy.
VALDOSTA—Nov. 8.
WAYCROSS — Waycross Fair Association. No. 1 to 5. L. Johnson, pres.; Warren Lott, treas.; W. W. Sharpe, secy.

KENTUCKY.

LAWRENCEBURG, KY.—Lawrenceburg Fair Association. Aug. 15 to 18, 1899. J.W. Gaines, secy.

MISSISSIPPI.

MERIDIAN, MISS.—E. Mississippi & W. Alabama Fair Association. Nov. 14 to 19. C. M. Rubush, pres.; H. G. Meyer, treas.; E. J. Gallagher, secy.
VICKSBURG—Nov. 28 to Dec. 3.

NEW YORK.

LUMBERTON—Robeson County Fair. Nov. 2 to 4. Geo. B. McLeod, pres.; Frank treas., Indian Fields; P. R. whitbeck, Indian Fields, N. Y., secy.

NORTH CAROLINA.

FAYETTEVILLE—Cumberland County Agricultural Society. November. Walter Watson, pres.; G. W. Lawrence, treas.; G. W. Lawrence, secy.
ROCKY MOUNT, S. C.—Rocky oMunt Fair Association. Nov. 2 to 4. J. M. Sherrod, pres.; J. L. Arrington, secy.-treas.
WINSTON—Piedmont Tobacco Fair Association. Nov. 2 to 4. A. B. Gorsell, pres.; T. L. Vayhes, treas.; G. E. Webb, secy.

OHIO.

ZANESVILLE—Street Fair. 3d week June, 1899.

SOUTH CAROLINA.

CHERAW—Cheraw County Agricultural Association. Nov. 23 to 25. R. C. Watson, pres.; J. F. McInlyse, treas.; T. S. Gregory, secy.
COLUMBIA—State Agricultural and Mechan. Society of South Carolina. Nov. 7 to 11. T. J. Cunningham, Chester, pres.; Geo. H. Huggins, treas.; Thos. H. Halloway, Pomaria, secy.

TEXAS.

BROWNWOOD—Brown County Stock Fair. Nov. 11 and 12. C. H. Woodard, pres.; Will H. Mayes, secy.
GROESBECK—Limestone County Fair Association. Nov. 9 to 12. G. V. McClintic, pres.; M. H. Clark, treas.; S. D. Bugg, secy.
HOUSTON—Afro-American Fair and Interstate Exposition. Sept. 1 to Nov. 30. Bishop A. Grant, pres.; F. L. Richardson, secy.
HOUSTON, TEX.—Texas Fruit, Flower & Vegetable Festival. Dec. 5 to 10, 1898.
PALESTINE—East Texas Fair and Driving Park Association. Nov. 16 to 19. J. W. Ozment, pres.; W. C. Gorman, treas.; Thos. Hall, Box 86, secy.
VICTORIA—Southern Texas Fair Association. Nov. 8 to 11. L. D. Heaton, pres.; Theo. Buhler, treas.; L. N. Hofer, secy.

VIRGINIA.

KILMARNOCK—Chesapeake County Fair. Nov. 3 to 5.

Poultry Shows.

AMESBURY, MASS.—Amesbury Poultry Show. Nov. 30 to Dec. 2. E. J. Graves, secy.
ASHLAND, O.—Ashland Poultry Association. H. A. Mykrautz, secy. Dec. 28 to 31.
ASHLEY, O.—Ashley Poultry & Pet Stock Association. W. T. Linn, secy. Nov. 21 to 26.
AURORA, O.—Hamilton County Poultry Show. Dec. 15 to 17.
AUSTIN, TEX.—Austin Poultry and Pet Stock Association. Wm. H. Salge, secy. Jan. 10 to 13, 1899.
AVON, ILL.—Military Tract Poultry Association. Geo. E. Simmons, secy. Nov. 29 to Dec. 2.
BARRE, VT.—Granite City Poultry, Pigeon & Pet Stock Association. C. W. McMillan, jr., secy. Dec. 27 to 29.
BELDING, MICH.—Silk City Poultry Association. Dec. 13 to 16. Leonard Smith, secy.
BELLEFONTAINE, O.—Poultry Show. Robt. Roberts, secy. Dec. 19 to 24.
BENNINGTON, KAS.—Ottawa County Poultry Association. Mrs. D. Collister, secy. Nov. 28 to 30.
BELOIT, KAS.—Mitchell County Poultry Association. A. Whitney, secy. Dec. 6 to 10.
BIRMINGHAM, ALA.—Dec. 1898. J. H. McCaffrey, pres.
BLOOMINGBURG, O.—Bloomingburg Poultry Association. Earl Shaw, secy. Dec. 12 to 17.
BLOOMINGTON, ILL.—Bloomington Poultry Association. J. E. White, secy. Dec. 26 to 30.
BLUFFTON, O.—Consolidated Poultry and Pet Stock Association. D. J. Kohle, secy. Dec. 28 to Jan. 3.
BOONVILLE, IND.—Southwestern Indiana Poultry Club. W. J. Hargrave, secy. Jan. 4 to 7, 1899.
BOSTON, MASS.—Boston Poultry Association. Arthur R. Sharp, secy., Taunton, Mass. Jan. 19 to 23, 1899.
BROCKTON, MASS.—Brockton Poultry Association. Nov. 29 to Dec. 1. C. H. Pope, Brockton, Mass., secy.
BUNKER HILL, IND.—Bunker Hill Poultry Association. S. M. Newby, secy. Dec. 7 to 10.
BUFFALO, N. Y.—Buffalo Poultry Association. Jan. 2 to 7, 1899. E. C. Pease, secy.
CANTON, O.—Canton Poultry and Pigeon Association. J. H. Leeton, secy. Jan. 3 to 6, 1899.
CAINESVILLE, MO.—Cainesville Poultry Association. Mrs. R. O. Woodward, secy. Nov. 14 to 16.
CARO, MICH.—Dec. 21 to 27. F. H. Watson, secy.
CAREY, O.—Carey Fancy Breeders' Club. W. S. Payne, secy. Jan. 16 to 20, 1899.
CEDAR FALLS, IA.—Cedar Falls Poultry Association. H. W. Conrad, secy. Dec. 15 to 17.
CEDAR RAPIDS, IA.—Western Poultry Fanciers' Association. C. H. Playter, secy. Jan. 16 to 21, 1899.
CHARLOTTE, N. C.—Poultry Show. Jan. 18 to 20, 1899. W. M. Barringer, secy.
CHICAGO, ILL.—Illinois State Poultry Association and National Fanciers' Association. Jan. 9 to 14, 1899.
CLEVELAND, O.—Northern Ohio Poultry and Pet Stock Association. L. R. Hunt, secy. Dec. 7 to 15.
CLINTON, MASS.—Clinton Poultry Association. E. J. Harris, secy. Dec. 13 to 16.
COATESVILLE, PA.—Coatesville Poultry & Pigeon Association. Nov. 15 to 19.
COLORADO SPRINGS, COL.—Pike's Peak Poultry Association. Ed. D. Frock, secy. Dec. 28 to 31.
COLUMBUS, O.—Poultry and Pet Stock Show. J. C. Rowe, secy. Feb., 1899.
COTTONWOOD FALLS, KAS.—Chase County P. Association. C. M. Rose, secy. Dec. 27 to Jan. 1.
CRESTLINE, O.—Crestline Fanciers' Association. Nov. 15 to 19.
CRETE, NEB.—Blue Valley Poultry Association. Geo. H. Trout, secy. Jan. 3 to 6, 1899.
DANBURY, CONN.—Jan. 4 to 6, 1899. Fred. Borman, secy.
DAVENPORT, IOWA—State Poultry Show. J. B. Voss, secy. Jan. 2 to 7, 1899.
DENVER, COL.—Colorado State Poultry Association. Chas. A. Watson, secy. Jan. 16 to 21, 1899.
DETROIT, MICH.—Michigan State Poultry and Pigeon Association. F. W. McKenzie, secy., Concord, Mich. Jan. 4 to 10, 1899.
DIXON, ILL.—Dixon Poultry Association. H. V. Bardwell, secy. Dec. 6 to 10.
DOWAGIAC, MICH.—Cass County Poultry, Pigeon & Pet Stock Association. E. E. Allger, secy. Dec. 13 to 16.
ELDORADO, KAS.—Butler County Poultry Association. C. H. Pattison, secy. Dec. 20 to 23.
ELMIRA, N. Y.—Elmira Poultry Association. E. W. Andrews, secy. Jan. 17 to 21, 1899.
ERIE, ILL.—Whiteside County Poultry Association. C. W. McCall, secy. Dec. 19 to 24.
ESSEX, MASS.—Esesex County Poultry Association. A. W. Tyler, secy. Jan. 3 to 6, 1899.
FALL RIVER, MASS.—Poultry Show. John Crowther, secy. Dec. 7 to 10.
FITCHBURG, MSAS.—Fitchburg Poultry and Pet Stock Association. Edw. B. Curtis, secy. Dec. 19 to 24.
FORT PLAIN, N. Y.—Mohawk Valley Poultry and Pet Stock Association. Dec. 11 to 14. J. H. Fuller, secy.
FREEPORT, ILL.—Lanark Poultry Assoc'n. Jan. 2 to 7, 1899. G. W. Sword, Lanark, Ill., secy.
GALENA, ILL.—Galena Poultry Association. Dec. 26 to 30. F. J. Hoetling, secy.
GLASCO, KAS.—Glasco Poultry Association. M. E. Potts, secy. Jan. 5 to 7, 1899.
GRAND RIDGE, ILL.—Grand Ridge Poultry Association. T.E. McMullan, secy. Jan. 3 to 6.
GREELEY, COL.—Poudre Valley Poultry Association. C. R. Beckley, secy. Dec. 26 to 29.
HAMILTON, VA.—Old Virginia Poultry & Pigeon Association. R. J. N. Reid, secy. Nov. 2 to 4.
HAMPTON, IA.—Northern Iowa Poultry Association. C. W. Brotherton, secy. Nov. 23 to 26.
HARTFORD, CONN.—Poultry Show. F. M. Merritt, secy. Dec. 5 to 10.
HAVERHILL, MASS.—Merrimac Valley Poultry Association. Geo. G. Greenman, secy. Dec. 22 to 30.
HENRY, ILL.—Illinois Valley Poultry Association. R. Freece Burt, secy. Jan. 31 to Feb. 3.
HUTCHISON, KAN.—Hutchison Poultry Association. Geo. C. Reitz, secy. Dec. 20 to 24.
HOOPESTON, ILL.—Hoopeston Poultry Association. F. H. Ayres, secy. Dec. 12 to 17.
INDIANAPOLIS, IND.—State Poultry Association. Thos. W. Pottage, secy. Jan. 23 to 28, 1899.
INDEPENDENCE, MO.—Independence Poultry Association. Wm. Bostain, secy. Nov. 30 to Dec. 3.
JACKSONVILLE, ILL.—Central Illinois Poultry Association. Chas. Reynolds, secy. Dec. 19 to 24.
JOHNSTOWN, N. Y.—Adirondack Poultry and Pet Stock Club. Nov. 23 to 26. H. J. Quilhot, secy.
KALAMAZOO, MICH.—Kalamazoo Poultry Association. Nov. 29 to Dec. 2. C. W. King, secy.
KINGFISHER, OKLAHOMA—Central Oklahoma Poultry Association. H. F. Stephenson, secy. Jan. 16 to 21.
KINGSTON, MO.—Northwest Missouri Poultry Association. R. V. Glenn, secy. Nov. 24 to 26.
KEOTA, IA.—Keota Fanciers' Association. W. S. Gregory, secy. Nov. 16 to 18.
LA MOILLE, ILL.—Poultry, Pigeon & Pet Stock Association. E. A. Reed, secy. Dec. 6 to 9.
LANSING, MICH.—Central Michigan Poultry, Pigeon & Pet Stock Association. Chas. H. Crane, secy. Dec. 26 to 29.
LA PLATA, MO.—Northern Missouri Poultry Association. E. M. Durham, secy. Nov. 29 to Dec. 2.
LE MARS, IA.—Plymouth County Poultry and Pet Stock Association. G. A. C. Clark, secy. Jan. 24 to 27, 1899.
LINCOLN, ILL.—Logan County Poultry and Pet Stock Association. Jan. 10 to 13, 1899. F. A. Hickman, secy.
LINCOLN, NEB.—Nebraska State Poultry Association. E. A. Pegler, secy. Jan. 15 to 21, 1899.
LITTLE ROCK, ARK.—Arkansas State Poultry Association. W. H. Westbrook, Pine Bluff, Ark., secy. Jan. 10 to 14, 1899.
LOGANSPORT, IND.—North Central Indiana P. Association. Sol. D. Brant, secy. Jan. 18 to 25.
LOUISVILLE, KY.—Kentucky State Poultry Association. W. J. Druien, secy. Jan. 16 to 21, 1899.
LOUISVILLE, KY.—Poultry Show. W. H. Adams, secy. Nov. 30 to Dec. 3.
LU VERNE, MINN.—Inter-State Poultry Fanciers' Show. Feb. 1 and 2, 1899. N. R. Reynolds, secy.
MACOMB, ILL.—McDonough County Poultry Association. Chas. W. Griffin, secy. Dec. 12 to 17.
MALVERN, IOWA—United Fanciers' Poultry Association. Nov. 14 to 19. J. E. Thompson, secy., Malvern, Iowa.
MANHATTAN, KAS.—Manhattan Poultry Association. S. J. Norton, secy. Dec. 1 to 3.
MASON CITY, IOWA—Cerro Gordo County Poultry & Pet Stock Association. Jan. 25 to 27, 1899. John D. Reeler, secy.
McCOOK, NEB.—McCook Poultry Association. J. S. Le Hew, secy. Feb. 6 to 9, 1899.
MEMPHIS, TENN.—Mississippi Valley Poultry Association. Jan. 3 to 7, 1899. C. R. Barr, 194 2d st., secy.
MEXICO, MO.—Missouri S. P. Association. Emma T. Foster, Borland, Mo., secy. Dec. 13 to 17.
MIAMI, O.—Miami Poultry Association. Nov. 29 to Dec. 5. Anthony Herzog, secy.
MIAMISBURG, O.—Nov. 29 to Dec. 5. Anthony Herzog.
MILFORD, MASS.—Norfolk County Poultry Association. W. A. Pyne, secy. Dec. 13 to 16.
MILFORD, N. H.—Milford Poultry and Pet Stock Association. E. B. Burns, secy. Jan. 10 to 13, 1899.
MILLBROOK, O.—Dec. 20 to 24, 1898. C. F. Palmer, secy.
MONTGOMERY CITY, MO.—Montgomery City Poultry Association. Miss Lou Barker, secy. Nov. 17 to 19.
MONTICELLO, WIS.—Southern Wisconsin Poultry & Pet Stock Association. Dec. 20 to 23. H. H. Walser, secy.
NASHVILLE, TENN.—Nashville Poultry Association. J. M. Hopkins, secy. Jan. 10 to 14.
NEW ALBANY, IND.—Southern Indiana Poultry Association. Frank Heck, secy. Jan. 2 to 7.
NEWBURG, N. Y.—Wallkill Valey Poultry, Pigeon and Pet Stock Association. W. Q. Minturn, secy., Warwick, N. Y. Jan. 17 to 19, 1899.
NEW HAVEN, CONN.—New Haven Poultry Association. M. S. Kirkwood, secy. Dec. 28 to 31.
NEW LONDON, CONN.—Eastern Connecticut Poultry Association. C. B. Smith, secy. Dec. 14 to 17.
NEW ORLEANS, LA.—Louisiana P., P. S. Association. Geo. A. Eyrich, box 714, sta. C., New Orleans, La., secy. Feb. 11 to 15, 1899.
NEW YORK, N. Y.—New York Poultry and Pigeon Association. H. V. Crawford, secy., Montclair, N. Y. Jan. 31, Feb. 4, 1899.
NORTH MANCHESTER, IND.—North Manchester Poultry Association. Jan. 8 to 14.
OAKLAND, CAL.—Oakland Poultry Association. F. A. Boswell, secy., Lorin, Cal. Dec. 5 to 10.
OKLAHOMA CITY, O. T.—Oklahoma State Poultry Association. Jan. 2 to 6, 1899. L. F. Laverty, secy., Guthrie, O. T.
OSKALOOSA, IA.—Iowa State Poultry Association. C. C. Harris, secy. Jan. 2 to 7, 1899.
OTTAWA, KAS.—Franklin County Poultry & Pet Stock Association. L. L. Porter, secy. Jan. 17 to 20.
OXFORD, O.—Oxford Poultry Association. Harry D. Gatla, secy. Dec. 5 to 9.
PAINESVILLE, O.—Painesville Poultry, Pigeon and Pet Stock Association. Jan. 23 to 26, 1899. C. W. Hadden, secy.
PALMYRA, ILL.—Palmyra P. Club. S. A. Rigg, secy. Dec. 20 to 24.
PAXTON, ILL.—Central Eastern Illinois Poultry Association. E. B. Pitney, secy. Nov. 29 to Dec. 2.
PEORIA, ILL.—Peoria Feathered Stock Association. V. Dewein, secy. Dec. 28 to Jan. 2.
PORTLAND, MICH.—Portland P. & P. S. Association. J. C. Hathaway, secy. Nov. 29 to Dec. 2. Dec. 5 to 10.
PRINCETON, ILL.—Northern Central Illinois Poultry Association. Dec. 12 to 16. S. S. Smith, secy.
PROPHETSTOWN, ILL.—Rock River Poultry Association. D. L. Woodard, secy. Dec. 6 to 10.
PROVIDENCE, R. I.—Rhode Island Poultry Association. H. S. Babcock, secy. Dec. 14 to 17.
RIVER POINT, R. I.—Rhode Island Poultry Association. H. S. Babcock, secy. Dec. 14 to 17.
ROACHDALE, IND.—Indiana Fanciers' Association. D. H. Harshberger, secy. Dec. 20 to 24.
ROCKINGHAM, VT.—Connecticut River Valley Poultry Association. Nat. L. Divall, secy. Dec. 20 to 22.
ROCHESTER, N. Y.—Rochester Fanciers' Club. W. O. Ingle, secy. Jan. 9 to 13, 1899.
ROCKFORD, ILL.—Northern Illinois Poultry Association. H. S. Crandall, secy. Dec. 26 to 31.
ROCK ISLAND, ILL.—Western Illinois Poultry & Pet Stock Association. Nov. 22 to 26. Chas. F. Kammerer, secy.
SABINA, O.—Sabina Poultry & Pet Stock Association. Nov. 21 to 26, 1898. R. H. Mathew, secy.
SALINE, KAN.—Saline Co. Poultry, Pigeon & Pet Stock Association. Dec. 12 to 17. W. C. Sherill, Salina, Kan., secy.
SEDGEWICK, KAS.—Harvey County P. Association. W. M. Congdon, secy. Dec. 5 to 10.
SIBLEY, ILL.—Sibley Poultry Association. W. B. Harvey, secy. Jan. 4 to 9, 1899.
SOUTH BEND, IND.—South Bend Poultry and Pigeon Association. Fred F. Willis, secy. Dec. 19 to 24.
SOUTH FRAMINGHAM, MASS.—Middlesex Poultry Fanciers' Association. C. H. B. Chapin, secy. Dec. 6 to 9.
SPOKANE, WASH.—Spokane Poultry Association. John L. Mercer, secy. Jan. 24 to 28, 1899.
SPRINGFIELD, ILL.—Sangamon County Poultry, Pigeon and Pet Stock Association. Jan. 24 to 26, 1899. Ward G. Murray, secy.
SPRINGFIELD, O.—Springfield Fanciers' Association. W. H. Holmes, secy. Dec. 26 to 31.
ST. CLAIRSVILLE, O.—Poultry Show. J. W. Riley, secy. Dec. 20 to 24.
ST. LOUIS, MO.—Poultry Show. Henry Steinmesch, pres. Dec. 12 to 17.
STOCKTON, KAS.—Rooks County Poultry Association. N. H. Neher, secy. Jan. 2 to 5, 1899.
SUNBURY, O.—Delaware Country Poultry Association. A. R. Letts, secy. Dec. 6 to 9.
SYCAMORE, OHIO—Sycamore Poultry Association. Dec. 14 to 17. Earl R. Williams, secy.
TACOMA, WASH.—Poultry Show. Jan. 31 to Feb. 4, 1899. C. C. Johns, secy.
THORNTON, IND.—Indiana Central Poultry Association. W. W. Haller, secy. Dec. 19 to 24.
TOLEDO, O.—Toledo Fanciers' Association. F. C. Shepherd, secy. Dec. 15 to 21.
TOPEKA, KAS.—Kansas State Poultry Association. J. W. F. Hughes, secy. Jan. 9 to 14.
TORONTO, ONT. CAN.—Poultry Show. Jan. 9 to 15, 1899.
TROY, N. Y.—Hudson Valley Poultry, Pigeon and Pet Stock Association. Dec. 6 to 9. W. T. Lord, secy.
UTICA, N. Y.—Poultry Association. W. J. B. Williams, secy. Holland Patent, N. Y. Jan. 25 to 31.
VILLISCA, IA.—Nodaway Poultry Association. J. Ewise, secy. Nov. 21 to 23.
WASHINGTON COURT HOUSE, O.—Southern Ohio P. Association. W. R. Dalby, secy. Feb. 7 to 11, 1899.
WASHINGTON, D. C.—National Poultry and Pigeon Association. Geo. E. Howard, secy. Jan. 10 to 14, 1899.
WAUPACA, WIS.—Central Wisconsin Poultry Association. January, 1899. W. R. Claussen, pres.
WENONA, ILL.—Wenona Poultry Association. L. D. Brown, secy. Dec. 5 to 8.
WEST CHESTER, PA.—West Chester Poultry and Pigeon Association. E. S. Hickman, secy., Cheyney, Pa. Dec. 14 to 17.
WEST LIBERTY, IA.—West Liberty Poultry Association. A. H. Floyd, secy. Dec. 12 to 15.
WICHITA, KAS.—Arkansas Valley Poultry Association. Mrs. H. P. Swerdfeger, secy. Dec. 13 to 19.
WILMOT, O.—Poultry Show. Dec. 19 to 21. W. H. Raff, Beach City, O., secy.
WINONA, MINN.—Winona Poultry Association. Henry Hess, secy. Jan. 24 to 28, 1899.
WOOSTER, O.—Dec. 20 to 24, 1898. C. F. Palmer, secy.

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WORCESTER, MASS.—Central Massachusetts Poultry Club. C. A. Ballou, secy. Jan. 5 to 8, 1899.
XENIA, O.—Southwestern Ohio Poultry and Pigeon Association. A. G. Spahr, secy. Dec. 20 to 24.
YOUNGSTOWN, O.—Youngstown Poultry, Pigeon and Pet Stock Association. E. N. Sinon, secy. Dec. 20 to 24.
YPSILANTI, MICH.—Ypsilanti Poultry Association. Dec. 29 to 31, 1898. Geo. M. Gaudy, secy.
ZANESVILLE, O.—Muskingum Valley Poultry Association. Dec. 7 to 10. C. U. Shryock, secy.

Expositions.

BOSTON, MASS.—Mechanics' Fair—"Old Mechanics' Association." Oct. 10 to Dec. 3.
CINCINNATI, O.—Pure Food Exposition. Nov. 7 to 27, 1898. Cincinnati Retail Grocers' Association; office, 70-71 Mitchell Bldg. Cincinnati, O.
GREENSBORO, N. C.—Industrial & County Exhibit. Aug. 1 to 4, 1899. H. J. Elam, secy.
NIAGARA FALLS, N. Y.—Pan-American Exposition, 1899. R. C. Hill, secy.
OAKLAND, CAL.—Oakland Exposition. Nov. 12 to Dec. 3, 1898. George Roeth, Oakland, Cal., secy.; J. W. Nelson, pres.
OMAHA, NEB.—Trans-Mississippi and International Exposition, June 1-Nov. 30, 1898.
PHILADELPHIA, PA.—Exposition of American Manufacturers', 1899. Dr. Wm. Pepper, chairman.
SAN FRANCISCO, CAL.—Semi-Centennial Exposition. Winter, 1901.
WINSTON, N. C.—Tobacco Exhibition. November, first week.

Races.

GROESBECK, TEXAS—Nov. 9 to 12. S. D. Bugg, secy.
HOT SPRINGS, ARK.—Winter Racing Circuit. December, 1898.
HOUSTON, TEXAS—Oct. 31 to Nov. 5. W. S. Foote, secy.
MINEOLA, L. I.—Queens County Jockey Club. April 25 to May 3, Aug. 15 to 20, Oct. 24 to Nov. 8.
NASHVILLE, TENN.—Tennessee Breeders' Association. April 27 to May 6, 1899. J. W. Rurswurm, secy.
PALESTINE, TEXAS—Nov. 16 to 19. Thos. Hall, secy.
WESTCHESTER, N. Y.—Westchester Racing Association. National Stallion Race of $20,000. H. G. Crickmore, 173 Fifth av., New York City. Spring, 1900.

Horse Shows.

CLEVELAND—Horse Show. Nov. 7. C. A. Otis, jr., secy., Cleveland.
LOS ANGELES, CAL.—Horse Show. January, 1899.
NEW YORK CITY—National Horse Show Association, Madison Square Garden. November.
ST. LOUIS, MO.—St. Louis Horse Show. Oct. 31. to Nov. 5. John R. Gentry, manager.

Food Shows.

PHILADELPHIA, PA.—Food Exposition. Armory of Second Regiment. Wm. Smedley, secy., 148 Tenth st. Nov. 7 to 26.

CONVENTIONS,

Fetes, Celebrations, Etc.

Under this heading we publish free of charge the dates of all notable events, which are likely to attract large concourses of people to any one particular city and for this reason prove of importance to advertisers, showmen, streetmen, general passenger agents, etc. The list is carefully revised and corrected monthly.

ALEXANDRIA, VA.—National Celebration of Lincoln's Emancipation Proclamation. Magnus L. Robinson, Chairman, Alexandria, Va.
ALLENTOWN, PA.—Four-County Firemen's Convention. June 13, 1899. Herman C. Menitzell, secy.
ALTOONA, PA.—Pennsylvania State Magistrates' Association. Sept. 19, 1899. G. W. Jackson, Box 206, Harrisburg, Pa., secy.
ATLANTA, GA.—American Library Association. 1899. Henry J. Carr, Public Library, Scranton, Pa., secy.
ATLANTIC, IOWA—Epworth League State Convention. Nov. 3 to 6, 1898. Miss Winnie Bell, secy.
ATLANTIC CITY, N. J.—Pharmaceutical Association. May, 1899. Frank C. Stutzlen, Elizabeth, N. J.
AURORA, ILL.—Ancient Order Hibernians. 1900. Daniel McGlynn, secy., St. Louis.
AUSTIN, MINN.—State Dairymen's Association. Dec. 13 to 15, 1898.
BALTIMORE, MD.—Independent Order of Free Sons of Israel. 1902.
BALTIMORE, MD.—Supreme Council of Chosen Friends. 3d Tuesday Sept., 1899. S. K. Wagner, supreme secy., Phila., Pa.
BALTIMORE, MD.—State Council, Catholic Benevolent League. Feb. 15, 1899. Thos. Foley Hisky, 100 and 102 W. Fayette st., Baltimore, Md., secy.
BALTIMORE, MD.—National Fraternal Press Association. Nov. 15 to 18, 1898. Gilbert Howell, 275 Woodland Ave., Cleveland, O., secy.
BALTIMORE, MD.—National Fraternal Congress. Nov. 15, 1898. M. W. Sackett, Meadville, Pa., secy.-treas.
BALTIMORE, MD.—Grand Lodge of A. F. & A. M. of Maryland. Nov. 15, 1898. Jacob H. Medairy, Baltimore, secy.
BALTIMORE, MD.—Grand Chapter, R. A. M. Nov. 8, 1898. Geo. L. McCahan, Baltimore, Md., secy.
BALTIMORE, MD.—Federal Brotherhood of Andrew & Philip. November, 1899. C. E. Wyckoff, Irvington, N. J., secy.
BALTIMORE, MD.—Maryland Conference of Charities & Corrections. Nov. 29 and 30, 1898. Clarence H. Forrest, 10 Hopkins Place, Baltimore, Md., secy.
BALTIMORE, MD.—Union Veteran League. Sept. 13, 1899. W. S. Norcross, Lewiston, Me., secy.
BALTIMORE, MD.—Maryland Y. P. S. C. E. Convention. Nov. 15 to 17, 1898. H. N. Hanna, Bel Air, Md., secy.
BATON ROUGE, LA.—Louisiana Press Association. April or May, 1899. L. S. Scott, Crowley, La., secy.
BAY CITY, MICH.—State Conference of Agents & Convention of Board of Corrections & Charities. Dec. 7 and 8, 1898. C. E. Robinson, Lawrence, Mich., secy.
BICKNELL, IND.—Indiana Field Trial Club. Nov. 7, 1898. Sam. Socivell, Massachusetts Ave. and Alabama st., Indianapolis, Ind., secy.
BINGHAMTON, N. Y.—State Association of School Commissioners & Superintendents. Nov. 9 to 11, 1898. Miss Cora A. Davis, Whitesboro, N. Y., secy.
BINGHAMTON, N. Y.—New York State Association of School Commissioners and Superintendents. November, 1898. Miss Cora A. Davis, secy., Whitesboro, N. Y.
BIRMINGHAM, ALA.—Southern Homeopathic Medical Association. Nov. 8 to 10, 1898. Miss Francis McMillan, 217 N. Vine st., Nashville, Tenn., secy.
BIRMINGHAM, ALA.—Phamaceutical Association. May, '99. P. C. Candidus, Moble, secy.
BOSTON, MASS.—Ancient Order of Hibernians. July, 1900. James O. Sullivan, Philadelphia, Pa., nat. secy.
BOSTON, MASS.—Massachusetts Charitable Mechanical Association. October and November.
BOSTON, MASS.—United States Military Corps & Old-Timer Telegraphers Association. 1899. J. E. Pettit, 145 Campbell ave., Chicago, Ill., secy.
BOSTON, MASS.—Knights of Malta Grand Commandery. Sept. 28, 1899. John W. Hicks, Grand Recorder, 606 Tremont st., Boston, Mass.
BOSTON, MASS.—Epworth League. Nov. 16, 1898.
BOSTON, MASS.—International Union, Steam Engineers. Oct. 2, 1899. P. F. Doyle, 187 Washington st., Chicago, Ill., secy.
BOSTON, MASS.—National Woolen & Worsted Overseers' Association. Nov. 16, 1898. John Mulrooney, Plymouth, Mass., secy.
BOSTON, MASS.—Steam Engineers' National Union. October, 1899. P. F. Doyle, Chicago, Ill., secy.
BOWLING GREEN, KY.—Fox Hunters' National Association. Nov. 15, 1898.
BRADFORD, PA.—Pennsylvania Bill Posters' Association. May 15 and 16, '99. John D. Mishler, pres.; John G. Reese, secy., Scranton, Pa.
BRADFORD, PA.—Pennsylvania State Bill Posters' Association. May 15 and 16, 1899. John G. Reese, Scranton, Pa., secy.
BRANDON, VT.—B. Y. P. U. State Convention. Sept. 27, 1899. Frank W. Woods, Johnson, Vt., secy.
BROOKLYN, N. Y.—Baptist Brotherhood of Andrew & Philip. Nov. 3. P. C. Chrysper, 32 Lafayette Ave., Brooklyn, N. Y., secy.
BUFFALO, N. Y.—Booksellers' and Newsdealers' National Association. 1899. F. R. Sampson, N. Y. City, secy.
BURLINGTON, VT.—High Court, Catholic Order of Foresters. June, 1899. John M. Weis, Hammond, Ind., secy.
CAYUGA ISLAND, near Niagara Falls)—Pan American Exposition. May 1 to Nov. 1. Hon. W. Caryl Ely, Director; R. C. Hill, secy., Buffalo, N. Y.
CELERON, CHATAUQUA LAKE—Photographers' Association of America. July, 1899. Geo. B. Sperry, Toledo, O., secy.
CHARLOTTE, N. C.—Y. M. C. A. Conference (Colored) of Virginia and the Carolinas. Nov. 24 to 27. W. A. Hunton, Richmond, Va., secy.
CHARLOTTESVILLE, VA.—State Horticultural Society. Nov. 15, 1898. Sam'l B. Woods, pres.
CHATHAM, ONT.—International Field Trials. Nov. 15. W. B. Wells, Chatham, Ont., secy.
CHESTER, PA.—State Federation of Women's Clubs. Mrs. Horace Brock, of Lebanon, Pa., pres. November.
CHICAGO, ILL.—General Assembly, Knights of Labor. Nov. 15, 1898. John W. Hayes, 43 B st. N. W., Washington, D. C., secy.
CHICAGO, ILL.—National Firemen's Association of United States. Nov. 8, 1898. E. W. Barkman, Box 346, Decatur, Ill., secy.
CHICAGO, ILL.—Bohemian Catholic Central Union. Sept. 26, 1900. Frank Lindelar, 56 Jewett st., Cleveland, O., secy.
CHICAGO, ILL.—Agricultural Press League of U. S. & Canada. Nov. 8, 1898. E. W. Chandler, 1117 Ashland Block, Chicago, Ill., secy.
CHICAGO, ILL.—Catholic Total Abstinence Union of America. Aug. 9 to 11, 1899. A. R. Doyle, 415 W. 59th st., New York City, secy.
CHICAGO, ILL.—International Sunday School Convention. April 27 to 29, 1899. M. D. Byers, Atwood Bldg., Chicago, Ill., secy.
CHICAGO, ILL.—National Association of Embalmers. First week, September, 1899. Frank A. Cook, Paris, Ill., secy.
CINCINNATI, O.—National Charities and Correction Congress. May, 1899.
CINCINNATI, O.—National Association of Stove Manufacturers. May, 1899.
CINCINNATI, O.—National Association of Lumber Dealers. Nov. 3, 1898. A. R. Vinnege, Chicago, Ill.
CINCINNATI, O.—Triennial Meeting General Grand Chapter. September, 1900.
CINCINNATI, O.—Saengerfest Jubilee. 1899.
CINCINNATI, O.—National Association Master House Painters & Decorators of United States. Feb. 7, 1899. Joel Kennedy, Cincinnati, O., secy.-treas.
CINCINNATI, O.—Christian Church Convention. October, 1899. B. L. Smith, secy.
CINCINNATI, O.—National Association of Manufacturers. January, 1899. E. P. Wilson, Room A, Chamber of Commerce, Cincinnati, O., secy.
CINCINNATI, O.—Traveling Engineers' Association. Sept. 12, 1899. W. O. Thompson, Elkhart, Ind., secy.
CINCINNATI, O.—National Alliance, Theatrical Stage Employes of United States and Canada. June 19, 1899. Lee W. Hart, gen'l secy.-treas.
CINCINNATI, O.—Biennial Convention of Bavarian Societies of North America. 1899. Valentine Blueplein, secy., Buffalo, N. Y.
CINCINNATI, O.—Old Volunteer Firemen's Life Association. Feb. 22, 1899.
CIRCLEVILLE, O.—I. O. O. F. Convention. July, 1899. C. H. Tyner, Columbus, O., secy.
CLEVELAND, O.—Ancient Scottish Rite Supreme Council. Aug. 1, 1899. Magnus L. Robinson, Alexandria, Va., secy.
CLEVELAND, O.—R. and S. Masters' State Council. Sept. 26, 1899. Wm. E. Evans, Chillicothe, O., Grand Recorder.
CLEVELAND, O.—Royal Arch Masons Grand Chapter. Sept. 27, 1899. Chas. C. Kiefer, Urbana, O., secy.
CLEVELAND, O.—National Anti-Saloon Convention. Dec. 6 to 8. Jas. L. Ervin, Box 92, Washington, D. C., secy.
CLINTON, IOWA—Knights & Ladies of Golden Crescent. Dec. 6. E. F. Frick, Clinton, Iowa, secy.
COLUMBIA, MO.—Missouri Press Association. Dec. 8 and 9, 1898.
COLUMBUS, O.—Standard Delaine Merino Association. 1899. S. M. Cleaver, East Bethlehem, Pa., secy.
COLUMBUS, O.—American Medical Association. 1899. Dr. Joseph M. Matthews, pres., Louisville, Ky.
COLUMBUS, O.—State Convention Brotherhood of St. Andrew. Nov. 5 and 6.
CONCORD, N. H.—National Grange Meeting. Nov. 16 to 20. H. H. Metcalf, Concord, N. H., secy.
CONCORD, N. H.—Patrons of Husbandry National Grange. John Trimble, 514 F. st., Washington, D. C., secy. November, 1898.
DANVILLE, QUE., CAN.—Grand Lodge, I. O. G. T. September, 1899. J. W. Roch, 396 A, St. Dominique st., Montreal, secy.
DECORAH, IOWA—Norwegian-Danish Press Association. June, 1899. S. Sorensen, Minneapolis, Minn., secy.
DELAWARE, O.—Catholic Knights of Ohio. Sept. 11, 1899. M. J. Manly, Delaware, O., secy.
DENVER, COL.—National Live Stock Convention. January, 1899.
DENVER, COL.—Railroad Commissioners. 1899.
DENVER, COL.—American Association of Traveling Passenger Agents. September, 1899. L. W. Landman, Columbus, O., secy.
DENVER, COL.—Concatenated Order of the Hoo-Hoo. Sept. 9, 1899. J. H. Baird, Nashville, Tenn., scrivenater.
DENVER, COL.—Negro Press Association. August, 1899. Mrs. F. J. Jackson, Kansas City, Kas., secy.
DES MOINES, IOWA—Brotherhood of Locomotive Firemen. September, 1900. F. W. Arnold, Peoria, Ill., secy.
DETROIT, MICH.—National Evangelization Union. 1898. Rev. F. Mason, secy., North New York.
DETROIT, MICH.—Amalgamated Association of Iron and Steel Workers. May, 1899. John Williams, Pittsburg, Pa., secy. and treas.
DETROIT, MICH.—National Insurance Commissioners' Association. Sept. 1 or 2, 1899. John M. Pattison, Cincinnati, O., pres.
DETROIT, MICH.—Society of American Florists. W. J. Stewart, Boston, Mass., secy. Aug. 15, 1899.
DETROIT, MICH.—"Road Masters' Association." Sept. 12, 1899. J. B. Dickerson, Sterling, Ill., secy.-treas.
DETROIT, MICH.—Sons of Veterans. 1899.
DETROIT, MICH.—National Association of Insurance Commissioners. 1899.
DETROIT, MICH.—I. O. O. F. Sovereign Grand Lodge. Sept. 18 to 23, 1899. J. Frank Grant, 25 N. Liberty st., Baltimore, Md., secy.
DETROIT, MICH.—Odd Fellows' International Press Association. September, 1899. John W. Bourlet, Concord, N. H., secy.
DETROIT, MICH.—Michigan Hardware Association. July 12 and 13, 1899. Henry C. Minnie, Eaton Rapids, Mich., secy.
DETROIT, MICH.—Supreme Court, Foresters of America. Aug. 22, 1899. E. M. McNurty, Box 12, Brooklyn, N. Y., secy.
DETROIT, MICH.—Supreme Grand Lodge, I. O. O. F. September, 1899.
DETROIT, MICH.—National Canned Goods Packers' Association, Western Canned Goods Packers' Association, Canning Machinery and Supplies Association. February, 1899.
DETROIT, MICH.—National Pythian Press Association. October, 1899.
DUBLIN, GA.—Georgia Weekly Press Association. July, 1899. W. A. Shackleford, Lexington, Ga., secy.
DURHAM, N. C.—Pharmaceutical Association. May, 1899. H. R. Horne, Fayetteville, N. C.
EFFINGHAM, ILL.—U. R., K. P., State Convention. Nov. 15, 1898. J. J. Doheney, Effingham, Ill., secy.
EFFINGHAM, ILL.—Illinois State Council, Catholic Knights of America. Nov. 15. J. E. Maloney, Farmer City, Ill., secy.
EMPORIA, KAN.—Y. M. C. A. State Convention. Nov. 10 to 13. Andrew Baird, secy.
EUREKA, KAS.—Emporia District Epworth League. August, 1899. G. L. Darby, Howard, Kas., secy.
FRANKFORT, IND.—Supreme Lodge of Moose. February, (second Tuesday), 1900. M. G. Kelly, Crawfordsville, Ind., secy.
FRANKLIN, MASS.—Massachusetts Universalist Convention. Sept. 26 to 28, 1899. Rev. F. W. Sprague, 30 West st., Boston, Mass., secy.
FRANKLIN MASS.—Y. P. S. C. U. State Convention. Sept. 22, 1899. Miss Josie S. Newman, Beverly, Mass., secy.
FREDERICK CITY, MD.—United Brethren Church of United States and Europe Centennial Celebration. 1901.
FT. WAYNE, IND.—North Indiana Teachers' Association. April, 1899. W. C. Bellman, Hammond, Ind., pres.
FT. WORTH, TEXAS—Farmers' National Congress. John M. Stahl, 4318 Laughlcy av., Chicago, Ill., secy. Dec. 6 to 14, 1898.
GAINESVILLE, GA.—Chatauqua Convention. July 4 to 20, 1899. H.W. Van Hoose, Gainesville, Ga., secy.
GALVESTON, TEX.—Texas Live Stock Association. Jan. 10 and 11, 1899. Varies P. Brown, San Antonio, Tex., secy.
GRAND ISLAND, NEB.—Funeral Directors of Nebraska. June 13, 1899. Peter Bell, Norfolk, Neb., secy.
GRAND RAPIDS, MICH.—State Firemen's Convention. 1899. Geo. L. Gray, secy. and treas., La Peer, Mich.
GRAND RAPIDS, MICH.—Michigan Retail Grocers' Association. February, 1899. E. A. Stowe, Grand Rapids, Mich., secy.
GRAND RAPIDS, MICH.—Pythian Grand Lodge. 1899.
GRAND RAPIDS, MICH.—I. O. G. T. Grand Lodge. Aug. 23, 1899. M. E. Curtis, Big Rapids, Mich., secy.
GREENSBORO, N. C.—North Carolina State Firemen's Association. Aug. 1 to 5, 1899. Dr. J. W. Griffith, Greensboro, N. C., secy.
GUELPH, ONT., CANADA—Cheese & Butter Association of Western Ontario. Jan. 17 to 19, 1899.
HARTFORD, CONN.—Jr. O. U. A. M. State Council. Sept. 26, 1899. E. W. Bell, 53 S. High st., New Britain, Ct., secy.
HARRISBURG, PA.—Traveling Men's Club. February, 1899. Fred L. Morganthaler, secy.
HARRIS LITHIA SPRINGS, S. C.—South Carolina Press Association. June, 1899. C. C. Langston, Anderson, S. C., secy.
HOBOKEN, N. J.—High Court of New Jersey, Independent Order of Foresters. September, 1899. John H. Davis, 1129 Hampton Place, Elizabeth, N. J., secy.
HOLYOKE, MASS.—Pharmaceutical Society. June, 1899. Jas. F. Guerin, Worcester, secy.
HOT SURINGS, ARK.—Pharmaceutical Association. May 9, 1899. John B. Bond, Jr., Little Rock, secy.
HUDSON, N. Y.—New York State Women's Suffrage Association. Nov. 8 to 10. Isabel Howland, Sherwood, N. Y., secy.
INDIANAPOLIS, IND.—National Carriage Builders' Association. October, 1899. Henry C. McLear, Wilmington, Del., secy.
INDIANAPOLIS, IND.—Indiana Bankers' Association. Nov. 15 and 16, 1898. Mord Carter, Danville, Ind., secy.
INDIANAPOLIS, IND.—National Convention Epworth League. 1899.
INDIANAPOLIS, IND.—International Bill Posters' Association of the United States and Canada. July, 1899.
INDIANAPOLIS, IND.—Pharmaceutical Association. Feb., '99.
JEFFERSON CITY, MO.—Pharmaceutical Association. June 6, 1899. H. M. Whelpley, St. Louis, secy.
KANSAS CITY, KAS.—Missouri & Kansas Short-Horn Breeders' Association. Feb. 15, 1899. Will Gentry, Sedalia, Mo., secy.
KANSAS CITY, MO.—American Federation of Labor. December, 1898. Frank Morrison, secy.
KANSAS CITY, MO.—Missouri and Kansas Short-Horn Breeders' Association. Feb. 15, 1899. W. B. Brush, secy., Station A, Kansas City, Mo.
KANSAS CITY, MO.—Missouri Grand Lodge, I. O. O. F. Oct. 2 to 6, 1899. J. W. Edwards, Jefferson City, Mo., secy.
KANSAS CITY, MO.—Associated Labor Press of America. Dec. 6, 1898. S. S. Bonbright, Cincinnati, O., secy.
KANSAS CITY, MO.—American Galloway Breeders' Association. Nov. 3, 1898. Frank B. Hearne, secy.
KANSAS CITY, MO.—Missouri Amateur Shooting Association. Washington Park Gun Club, of Kansas City. Walter Bruns, secy., Kansas City, Mo. 1899.
KANSAS CITY, MO.—National Building Trades Council, 1898. W. H. Steinbiss, secy., St. Louis, Mo.
KANSAS CITY, MO.—Catholic Knights of America. May 9, 1899. Jos. C. Carroll, Monroe Bldg., Norfolk, Va.
KINGSTON, ONT., CANADA—Cheese & Butter Association of Eastern Ontario. Jan. 10 to 12, 1899. R. G. Murphy, Elgin, Ill., secy.
LAFAYETTE, IND.—Indiana State Court of aCtholic Order of Foresters. August, 1899.
LANCASTER, PA.—State Convention, Grand Lodge, K. of P. Aug. 16, 1899. Milton C Tysen, Lebanon, Pa., secy.
LAWRENCE, KAN.—Pharmaceutical Society. May, 1899. F. A. Snow, Topeka, secy.
LINCOLN, NEB.—Nebraska State Horticultural Society. Jan. 10, 1899. C. H. Barnard, Table Rock, Neb., secy.
LINCOLN, NEB.—Western Travelers' Accident Association. Sept. 30, 1899. Arthur L. Sheetz, Omaha, Neb., secy.
LITCHFIELD, MINN.—Minnesota Cheesemakers' Association. Nov. 30 and Dec. 1
LITTLE ROCK, ARK.—Order of Eastern Star of Arkansas. Nov. 14, 1898. Mrs. Jennie B. Hopkins, Mabievale, Ark., secy.
LITTLE ROCK, ARK.—State Assembly of Arkansas Knights of Labor. Jan. 17, 1899. John H. Robertson, Little Rock, Ark., secy.
LIVERPOOL, ENGLAND—United Bill Posters' Association. August, 1899.
LOGANSPORT, IND.—Seventy-third Indiana Regiment of Civil War Veterans. 1899.
LONG BRANCH, N. J.—State Firemen's Convention. September, 1899. Isaac Wiesenthal, Chief Engineer.
LOS ANGELES, CAL.—Women's Christian Temperance Union. November.

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LOUISVILLE, KY.—T. P. A. Convention. 1899. Charles R. Duffin, national pres., Terre Haute, Ind.; Louis T. Le Beaume, secy., St. Louis.

LOUISVILLE, KY.—Grand Encampment, Knights Templar. August, (fourth Tuesday), 1901. Reuben H. Lloyd, San Francisco, Cal., Grand Master.

LOUISVILLE, KY.—Louisville Columbarian Association. W. H. Adams, secy. Nov. 30 to Dec. 3.

LOS ANGELES, CAL.—Independent Order of Foresters, Supreme Court. 1899.

MACON, GA.—Diamond Jubilee Carnival. October.

MADISON, WIS.—Wisconsin Cheesemakers' Association. Feb. 1, 1899.

MARQUETTE, MICH.—Firemen's Convention. Louis Vertech, chief, Houghton, Mich. Aug. 2 to 5, 1899.

MAYSVILLE, KY.—Grand Encampment, Odd Fellows. May, 1899.

MEMPHIS, TENN.—National Association of Post Office Clerks. Sept. 4, 1899. Wm. Agnew, Cleveland, O., secy.

MEMPHIS, TENN.—Southern Surgical & Gynecological Association. Dec. 6 to 8, 1898. Dr. W. E. B. Davis, Birmingham, Ala., secy.

MEXICO, MO.—State Industrial Exposition. Dec. 12 to 17, 1898.

MILWAUKEE, WIS.—National Hardware Association. Nov. 16, 1898.

MILWAUKEE, WIS.—Associated Bill Posters of United States. July 4, 1899.

MILWAUKEE, WIS.—Wisconsin State Undertakers' Association. September, 1899. George L. Thomas, 467 Milwaukee st., Milwaukee, Wis., secy.

MILWAUKEE, WIS.—National Brotherhood of Locomotive Engineers. 1899.

MILWAUKEE, WIS.—Western Gas Association. 1899.

MILWAUKEE, WIS.—National Eisteddfod. January, 1899.

MINNEAPOLIS, MINN.—Rathbone Sisters. Sept. 26, 1899. Mrs. Carrie Hoag, Central Ave., St. Paul,, Minn., secy.

MINNEAPOLIS, MINN.—American Public Health Association. November, 1899. Dr. C. O. Probst, Columbus, O., secy.

MINNEAPOLIS, MINN.—Jr. O. U. A. M. National Council. June 12 to 16, 1899. E. S. Deemer, Box 766, Philadelphia, Pa., secy.

MOUNT VERNON—Anniversary Celebration of Washington's Death Day, by Masonic Fraternity. (Estimated attendance, 10,000). Dec. 14, 1899.

NEW BRITAIN, CONN.—I. O. G. T. Grand Lodge, September, 1899. Mrs. Florence A. Screen, 101 Pleasant st., New Britain, Conn., secy.

NEW HAVEN, CONN.—C. B. L. State Council of Connecticut. Sept. 19, 1899. Jas. Scanlon, 115 Smally st., New Britain, Conn., secy.

NEW HAVEN, CONN.—National Convention of Knights of Columbus. March 7, 1899. Daniel J. Colwell, Poli Bldg., New Haven, Conn., secy.

NEW HAVEN, CONN.—National Electrotypers' Association. September, 1899. J. H. Ferguson, New York City, secy.

NEW HAVEN, CONN.—United Typothetae of America. 1899. J. Sterns Cushing, Norwood, Mass., secy.

NEW ORLEANS, LA.—National League of Commission Merchants. Jan. 11, 1899. A. Warren Patch, 17 N. Market st., Boston, Mass., secy.

NEW ORLEANS, LA.—Brotherhood of R. R. Trainmen. May, 1899.

NEW ORLEANS, LA.—National Association of Master Plumbers. 1899.

NEW YORK CITY—Eastern Retail Butchers' Association. Aug. 1 to 5, 1899. F. J. Wallace, Meriden, Conn., secy.

NEW YORK CITY—Ayrshire Breeders' Association. January, 1899. C. M. Winslow, Brandon, Vt., secy.

NEW YORK CITY—American Folk Lore Society. Dec. 28 and 29. Dr. Franz Boaz, 123 W. 82d st., New York City, secy.

NEW YORK CITY—National Sanitary Association. Thos. E. Neal, (Board of Health Office), Atlanta, Ga., secy. December, 1898.

NEW YORK CITY—Society of the Cincinnati. May, 1899.

NIAGARA FALLS—Pan-American Exposition. May 1 to Nov. 1, 1899. R. C. Hill, secy., Buffalo, N. Y.

NIAGARA FALLS, N. Y.—United States League of Local Building and Loan Associations. July 26, 1899. H. F. Cellarius, Cincinnati, O., secy.

NORTH ADAMS, MASS.—Federation of Labor. Aug., '99.

OKLAHOMA CITY, OKLA.—Pharmaceutical Association. 1899. Edwin DeBarr, Guthrie, Okla., secy.

OLYMPIA, WASH.—Chrysanthemum Carnival. November, 1898. Mayor Geo. B. Lane, treas.

OMAHA, NEB.—Surgical and Geneological Association. Dec. 26 to 29. G. H. Simmons, secy., Lincoln, Neb.

OMAHA, NEB.—Nebraska & Western Iowa Implement Dealers' Association. Jan. 3 to 5, 1899.

OMAHA, NEB.—Trans-Mississippi & International Exposition. June 1 to Nov. 30, 1898. Gurdon W. Wattier, Omaha, Neb., pres.; John A. Wakefield, Omaha, Neb., secy.

OMAHA, NEB.—Trans-Mississippi Fruit Festival Association. June 1 to Nov. 1. G. W. Hervey, secy.

OTTAWA, ONT., CANADA—Allied Printing Crafts Union. June, 1899.

PARIS, FRANCE—National Editorial Association. 1900.

PASADENA, CAL.—Tournament of Roses. Jan. 1, 1899. M. H. Weight, Pasadena, Cal., pres.

PEORIA, ILL.—United Association, Journeymen Plumbers, Gas Fitters, Steam Fitters & Steam Helpers. Sept. 18, 1899. J. Spencer, 511 Ogden Bldg., Chicago, Ill., secy.

PEORIA, ILL.—United Order of Plumbers of United States and Canada. September, 1899. W. J. Spencer, Chicago, secy.-treas.

PHILADELPHIA, PA.—Pharmaceutical Association. June, '99. J. A. Miller, secy., Harrisburg, Pa.

PHILADELPHIA, PA.—Grand Army of the Republic. 1899. Col. Jas. A. Sexton, commander-in-chief.

PHILADELPHIA, PA. — National Army Nurses' Association. 1899. Miss Kate Scott, Pennsylvania, secy.

PHILADELPHIA, PA.—Women's Relief Corps. 1898. Mrs. Flo Jamieson Miller, Monticello, Ill., nat. pres.

PHILADELPHIA, PA.—Ladies of the G. A. R. 1899. Mrs. Annie Esher, Chicago, nat. secy.

PHILADELPHIA, PA.—Patriotic Order of America. Oct. 24, 1899. Theo. Harris, Philadelphia, Pa., secy.

PHILADELPHIA, PA.—Daughters of Veterans. 1899. Mrs. Vinne Bond Willis, of Massachusetts, secy.

PHILADELPHIA, PA.—Master Car & Locomotive Painters of United States. Robt. McKeen, Kent, O., secy.

PHILADELPHIA, PA.—Reformed Brotherhood of Andrew & Philip. Nov. 18 to 20. W. O. Anderson, 519 W. Presstman st., Baltimore, Md., secy.

PHILADELPHIA, PA.—California Volunteer Association. 1899. Capt. Geo. H. Fetter, Providence, R. I., secy. and treas.

PHILADELPHIA, PA.—Veteran Signal Corps Association. 1899. C. W. D. Marny, Boston, Mass., secy. and treas.

PHILADELPHIA, PA.—International Commercial Congress. June, 1899.

PHOENIX, ARIZ.—Territorial Sunday School Convention. Nov. 18 to 20. M. W. Messenger, Phoenix, Ariz., secy.

PIERRE, S. D.—South Dakota Editors' Association. January, 1899. J. F. Halliday, Iroquois, S. D., secy.

PITTSBURG, PA.—Columbian Philatelic Society. January, 1899. H. C. Crowell, 208 Superior st., Cleveland, O., secy.

PITTSBURG, PA.—International Astronomical Congress. May, 1900. C. W. Scovil, secy.

PITTSBURG, PA.—Biennial Convention of the Knights and Ladies of Honor of Pennsylvania. 1899. Grand secy., Fred Voelcker, Philadelphia.

PITTSBURG, KAN.—O. D. H. S. Grand Lodge. Nov. 21, 1899. John Jacobs, 1150 E. 1st st., Pittsburg, Kan., secy.

PORTLAND, ME.—Ladies' Loyal Orange Association. June 13, 1899. Mrs. Christina Milligan, 13 West st., Everett, Mass., secy.

PORTLAND, ORE.—National Editorial Association. 1899.

PORT HURON, MICH.—Knights of Maccabees. July, 1899. N. S. Boynton, Port Huron, secy.

PORTSMOUTH, O.—A. O. U. W. Grand Lodge. Aug. 22, 1899. Walter Pickens, G. R., of Toledo, O.

PUT-IN-BAY, O.—National Association of Photo-Engravers. 1899. C. C. Cargill, Grand Rapids, Mich., secy.

PUT-IN-BAY, O.—Master House Painters' & Decorators' Association. July, 1899. W. J. Albrecht, Toledo, O., secy.-treas.

READING, PA.—Reunion of the Society of the 124th Regiment, Pa. Volunteers. Sept. 16, 1899. C. P. Keech, Philadelphia, Pa., secy.

RICHMOND, VA. — Grand Commandery, Knights Templar of Virginia. Nov. 10, 1898. H. Blanks, Petersburg, Va., secy.

ROANOKE, VA.—Virginia State Firemen's Association. Sept. 27, 1899. George G. Cummings, 210 Lincoln st., Portsmouth, Va., secy.

ROCK HILL, S. C.—Pharmaceutical Association of South Carolina. Nov. 15 to 17, 1898. J. A. Barbot, Charleston, S. C., secy.

ROME, N. Y.—United American Mechanics. Sept. 12, 1899. John Senner, 1341 Arch st., Philadelphia, Pa., natl. secy.

SAN FRANCISCO, CAL.—Episcopal Convention, 1901.

SAN FRANCISCO, CAL.—Northern Baptist Convention. 1899.

SCRANTON, PA.—State Council, Jr. O. U. A. M. Sept. 11 to 15, 1899. E. S. Deemer, Box 766, Philadelphia, Pa., secy.

SCRANTON, PA.—State Council, Daughters of America. Sept. 18, 1899. T. A. Gerbig, Scranton, Pa., secy.

SCRANTON, PA.—United Brotherhood of Carpenters & Joiners. Sept. 18, 1900. P. J. McGuire, Box 884, Philadelphia, Pa., secy.-treas.

SCRANTON, PA.—Letter Carriers' Association. Sept. 4, 1899. F. J. Cantwell, Brooklyn, N. Y., secy.

SCRANTON, PA.—Pennsylvania State Camp, Patriotic Order of America. July 11, 1899.

SHELBYVILLE, IND.—Southern Indiana Teachers' Association. March, 1899.

SIOUX FALLS, S. DAK.—National Creamery Butter Makers' Association. Jan. 22 to 28, 1899. E. Sudendorf, secy.

SPRINGFIELD, ILL.—Rebekah State Assembly. Nov. 15, 1898. Lola L. Rickard, Olney, Ill., secy.

SPRINGFIELD, ILL.—Illinois Live Stock Breeders' Association. Nov. 15 to 17.

SPRINGFIELD, ILL.—Horse Breeders Association. Nov. 15 to 17.

SPRINGFIELD, ILL.—Cattle Breeders' Association. Nov. 15 to 17.

SPRINGFIELD, ILL.—Illinois State Bee-Keepers' Association. Nov. 16 and 17, 1898. Jas. A. Stone, Bradfordton, Ill., secy.

SPRINGFIELD, ILL.—Swine Breeders' Association. Nov. 15 to 17.

SPRINGFIELD, ILL.—Illinois Sheep Breeders' Association. Nov. 16 to 18.

SPRINGFIELD, MASS.—State Encampment G. A. R. 1899.

SPRINGFIELD, O.—Master Plumbers' Convention. 1899.

STANTON, NEB.—Nebraska Saengerbund. 1900. F. Raabe, secy.

ST. AUGUSTINE, FLA.—State Firemen's Convention & Tournament. November, 1899. Silas B. Wright, secy.

ST. JOSEPH, MO.—Medical Society of Missouri Valley. March 16, 1899. V. L. Greynor, Council Bluffs, Iowa, secy.

ST. LOUIS, MO.—Independent Order of Red Men. March, 1899.

ST. LOUIS, MO.—Semi-Annual Meeting Western Insurance Association. March 8, 1899. J. A. Kelsey, of the Aachen & Munich, secy.

ST. LOUIS, MO.—Inter-State League, Building & Loan Association. Nov. 16 and 17, 1898. Bird. M. Robinson, 1123 Broadway, New York City, secy.

ST. LOUIS, MO.—Laundrymen's National Association. Oct. 9 to 12, 1899. Henry W. Storer, 949 Woodland Ave., Cleveland, O., secy.

ST. LOUIS, MO.—State Convention of Good Roads. Nov., '98.

ST. LOUIS, MO.—United States Railway Mail Service Mutual Benefit Association. Oct. 3 to 5, 1899. J. M. Brown, Atlanta, Ga., secy.-treas.

ST. LOUIS, MO.—Elks' Convention. 1900

ST. LOUIS, MO.—I. O. O. F. Grand Encampment of Missouri. Nov. 15, 1898. E. M. Sloan, St. Louis, Mo., secy.

ST. PAUL, MINN.—Minnesota Retail Hardware Association. J. W. Clark, secy., Minneapolis, Minn. 1899.

ST. PAUL, MINN.—National W. C. T. U. Convention. Nov. 11 to 16. Katherine L. Stevenson, The Temple, Chicago, Ill., secy.

ST. PAUL, MINN.—Knights of Pythias Grand Lodge. Sept. 26, 1899. Robt. Stratton, Minneapolis, Minn., secy.

SCRANTON, PA.—Letter Carriers' Association. Sept. 4, 1899. F. J. Cantwell, Brooklyn, N. Y., secy.

TAMPA, FLA.—Convention of Governors of All States. Feb. 8, 1899.

TERRE HAUTE, IND.—State G. A. R. Encampment. 1899.

TOLEDO, O.—Ohio Bill Posters' Association. May 9, 1899.

TOLEDO, O.—National Convention G. A. R. 1900.

TOLEDO, O.—Ancient Order of Hibernians. April, 1899.

TOPEKA, KAS.—State Dairy Convention. Nov. 16 to 18. F. S. Hurd, Meriden, Kas., secy.

TORONTO, ONT., CAN.—Canadian Medical Association. September, 1899. Dr. F. N. G. Starr, Toronto, secy.

TORONTO, ONT., CANADA—American Poultry Association. Jan. 8 to 14. A. E. Felch, Natick, Mass., asst. secy.

TOTTENVILLE, (Borough of Richmond, New York City)—Rathbone Sisters, Grand Temple. Nov. 14 to 16. N. E. LeCount, 2447 8th Ave., Borough of Manhattan, New York City, secy.

TROY, N. Y.—Presbyterian Brotherhood of Andrew & Philip. Nov. 12 to 14, 1898. W. E. Maris, Pottstown, Pa., secy.

UNADILLA, N. Y.—Otsego County Firemen's Association. 1899. C. C. Fylaesch, secy.

VANCEBURG, KY.—Junior Order of United American Mechanics. 1899.

WASHINGTON, D. C.—Congress of American Ornithologists' Union. Nov. 15 to 17. John H. Sage, Portland, Conn., secy.

WASHINGTON, D. C.—Royal Order of Scotland. Oct. 16, 1899. Wm. Oscar Roome, Washington, D. C., secy.

WASHINGTON, D. C.—American Institute of Architects. Nov. 1 to 3, 1898. Alfred Stone, Providence, R. I., secy.

WATERLOO, IOWA—Catholic Order of Foresters. Aug. 24 and 25, 1899. J. H. Limbach, Cedar Rapids, Iowa, secy.

WATERLOO, IOWA.—State Dairy Association. Nov. 1 to 3, 1898. J. C. Daly, Charles City, Iowa, secy.

WHEELING, W. VA.—State Assembly, D. of R. Nov. 16, 1898. Mrs. Hattie Roney, Collins, W. Va., secy.

WHEELING, W. VA.—Grand Encampment, I. O. O. F. Nov. 15 to 18. G. A. Hichle, Parkersburg, W. Va., secy.

WHEELING, W. VA.—National Tobacco Workers' Union of America. September, (fourth Monday), 1900. E. Lewis Evans, 422 Granite Block, St. Louis, Mo., secy.

WILMINGTON, DEL.—I. O. O. F. Grand Lodge of Delaware. Nov. 16, 1898. Isaac W. Hallam, Wilmington, Del., secy.

WORCESTER, MASS.—State Council, Jr. O. U. A. M. Sept. 26, 1899. Martin M. Woods, 124 Boxford st., Lawrence, Mass., secy.

YONKERS, N. Y.—Order of American Firemen. Sept. 5 and 6, 1899. Addison Brown, secy.

YONKERS, N. Y.—New York State Firemen's Convention. Aug. 8 to 29, 1899.

YOUNGSTOWN, O.—Ohio State Liquor League. Sept. 12, 1899. John F. Weiss, Canton, O., secy.

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TITLES OF LONG AGO.

SOME ANCIENT STYLES OF ROYAL SALUTATION.

Extravagant and Fantastic Appellations Appropriated by Some of Those Who Sat In "That Fierce Light That Beats Upon a Throne."

Shenstone, in his quaint essay on "Adventure," printed with long s's in the year 1802, says, "It is a very convenient piece of knowledge for a person upon a journey to know the compellations with which it is proper to address those he happens to meet by the way." The author found himself well or ill used in proportion as he happened or not to suit his salutations to people's ideas of their own rank.

"It may not be imprudent," he says, "to accost a passenger with a title superior to what he may appear to claim. This will seldom fail to diffuse a wonderful alacrity in his countenance and be perhaps a method of securing you from any mistake of greater importance. I was led into these observations," he remarks, "by some solicitudes I lately underwent on account of my ignorance in these peculiarities. Being somewhat more versed in books than I can pretend to be in the orders of men, it was my fortune to undertake a journey which I was to perform by means of inquiries." After enumerating the mishaps that befell him on account of misplacing the titles "Friend," "Honest Friend," "Honest Man," "Dame," "Madame," "Sir," "Sweetheart," etc., he says, naively, that he was within a foot of rushing down a precipice by calling another "Forsooth."

"When you reflect upon this subject," he continues, addressing the public of his day as a sympathetic friend, "learn to be wise from others' harm, and do not forget to observe decorum on every occasion. In the meantime you may, if you please, consider the vast importance of superior titles when there is no one so inconsiderable but there is also a mind that it can influence."

The Princess Elizabeth in an undated letter from "Hatfilde" sends by request her picture to Queen Mary and concludes the carefully worded epistle with: "And thus I wil (trobling your Maiestie I fere) end with my most humble thankes, beseching God long to preserve you to his honor, to your cosort, to the realme's profit and to my joy. Your Maiestie's most humble Sister and Seruante."

St. Foix tells us, says the elder Disraeli, that kings were usually addressed by the titles of most illustrious, your serenity or your grace. The appellation of your majesty was established by that Tiberius of France, Louis XI, whose manners were of the most sordid nature. So distinct were once the titles of highness and excellence that when Don Juan, brother of Philip II, was permitted to take up the latter and the city of Granada saluted him as your highness, it occasioned such serious jealousies at court that had he persisted in it he would have been condemned for treason.

This same historian of curiosities tells us that when the church of Rome was in its glory to be called reverend was accounted a higher honor than to be styled illustrious. But by usage illustrious soon grew too familiar, and reverend became vulgar, until at last the cardinals were distinguished by the title of eminent.

Until the reign of Constantine the prefix illustrious belonged only to those who had made a splendid reputation in arms or in letters. The word was too noble to be used indiscriminately on those who might claim it by accident of birth or fortune without individual merit. Suetonius records the names of those to whom this distinction belonged, and it did not require a large volume. At this time the sons of princes distinguished in war or letters could not lay claim to the title, which after a period became common and lost its exclusive quality. Ancient lawyers in Italy went beyond the poets and named emperors super-illustres, in distinction from the kingly illustres.

In Spain the affectation of titles grew to such a degree that Philip III published an act which forbade servile and ridiculous attributes, reducing them to the simple "the king our lord." Ferdinand and Isabella were highnesses only. Francis I, who styled himself the first gentleman in his kingdom, saluted Henry VIII as your majesty. The latter was the first monarch who took to himself the title of majesty.

Ancient Portuguese writers give fantastic accounts of the kingdom of Monomotapa, a native African kingdom famous for its gold mines, lying in the lower Zambesi basin and chiefly in the present Mashonaland. The king of this region is surrounded by musicians and poets, who thrive in his atmosphere and who "adulate him by such refined flatteries as the lord of the sun and moon, great magician and great thief."

The king of Persia is called "branch of honor, mirror of virtue, rose of delight." His majesty of Ava is called God, and in his correspondence with royalty styles himself king of kings and insists upon being obeyed, as he attends to the preservation of animals—an ambiguous conclusion, to which foreign royalty might reasonably object. He is also regulator of the seasons, the absolute master of the ebb and flow of the sea, brother to the sun and king of the four and twenty umbrellas. To mark his dignity the four and twenty useful and often plebeian articles are always carried before the augustmonarch.

The self styled great lion of Quiterva (Quitova?) allows no killing of lions except at royal huntings, on account of the respect attached to his kingship's choice of names.

The most striking titles of the king of Achem are "Sovereign of the Universe, whose body is as luminous as the Sun, whom God created to be as accomplished as the Moon at her plenitude, whose eye glitters like the Northern Star; a King as spiritual as a ball is round, who when he rises shades all his people."

In the age of Augustulus "Your Eternity" and "Your Perpetuity" were not unusual titles. A law of Theodore the Great begins, "If any magistrate, after having concluded a public work, put his name rather than that of 'Our Perpetuity,' let him be adjudged guilty of high treason." When Cæsar had conquered Rome and was put to dine with the gods, he had the good taste to insist on the removal of his new title, "Demigod," from his statue at the capital.—Alyn Yates Keith in New York Commercial Advertiser.

The Font of Knowledge.

Mr. De Science—The officers of the Smithsonian institution are having the chatter of monkeys phonographed, in the hope that in time their language may be understood, and it may be possible to converse with them.

Mrs. De Science—Isn't that grand! I hope they'll ask the monkeys the very first thing, whether we are descendants from them or not.—New York Weekly.

Prayer of a Homely Man.

A resident of Chicago, who is one of the ugliest as well as one of the best known citizens of this metropolis, met a man the other day who was as homely as himself. They exchanged condolences.

"I never but once saw a man who looked worse than I do," said the Chicago man. "I was hunting in northern Michigan when I ran against a fellow whose face would frighten an army.

"Just to get acquainted, I put up my gun and took aim at him.

"'What are you trying to do there?' he yelled at me.

"'I made a resolution a long time ago,' I told him, 'that if I ever found an uglier man than I am I would shoot him.'

"He stood there under the trees for a minute, looking me all over.

"'Well,' he said finally, with a sarcastic drawl, 'if I look any uglier than you do, for goodness' sake shoot!'"—Chicago Journal.

A Beaconsfield Story.

A lady who was his constant friend and benefactor begged Lord Beaconsfield to read Mallock's first book and say something civil about it. The prime minister replied with a groan: "Ask me anything, dear lady, except this. I am an old man. Do not make me read your young friend's romances."

"Oh, but he would be a great accession to the Tory party, and a civil word from you would secure him forever."

"Oh, well, then, give me a pen and a sheet of paper." And sitting down in the lady's drawing room he wrote: "'Dear Mrs. ——, I am sorry that I cannot dine with you, but I am going down to Hughenden for a week. Would that my solitude could be peopled by the bright creations of Mr. Mallock's fancy.' Will that do for your young friend?"

As an appreciation of a book which one has not read this is perfect.—Argonaut.

BAIT PAILS.

Some of Them of Thirty-two Quarts In Capacity and Rather Elaborate.

A man who wasn't much interested in such things might suppose that any sort of pail would do for bait, that all you had to do was to get a pail and put in some water and put your bait in; but, as a matter of fact, there are pails designed especially for the carrying of live bait. They are made in various sizes, ranging from 1 to 32 quarts, this last a pail of capacity equal to a quarter of a barrel.

The smallest and simplest bait pail, one holding a quart, is of painted tin, with the cover on a hinge, and this cover perforated with many holes.

A 32 quart bait pail has inside of it and made of such a size as to fill the pail except for the space required to permit of lifting it out and setting it back easily a tin cylinder with many perforations in it all over, the live fishes for bait being kept in this perforated cylinder or inner pail.

The perforated cylinder in the big pail is made thus so that it can be lifted out of the pail and put overboard in a lake or a river or other body of water where the fishes in it will get the benefit of a free circulation. When the bait is wanted, the cylinder is taken up and put back in the outer pail, which is of course filled with water, and the bait is then ready for transportation or for keeping where it can be got at conveniently.

There are smaller pails of various sizes that have removable cylinders in which the live bait can be submerged. Some of these cylinders are intended to be lowered to the bottom. There are some that are made with an air compartment on top so that the perforated cylinder is kept floating in the water. Some of the largest bait pails have the outer cover made depressed in the middle, like a shallow, straight sided pan, so that a cake of ice can be laid on top.

One of those big bait pails might be used in a camp and the smallest bait pails by individual anglers. The angler is very particular about his bait.—New York Sun.

Wanted, Another Victim.

One day an agent of Fouquier Tinville came to the Luxembourg with a list of victims, drawn up by the accusateur, which contained 18 names. He collected 17 of these unfortunates, but could not find the eighteenth. A suspect was passing by, and the agent asked his name. The prisoner declined to give it, and the agent at once handed him over to the gendarmes. Next day the man was guillotined. Another day an agent summoned a prisoner of 50, but the man did not answer to his name, and a lad of 17, who was playing at ball, was seized, taken to the conciergerie and put to death.—Nineteenth Century.

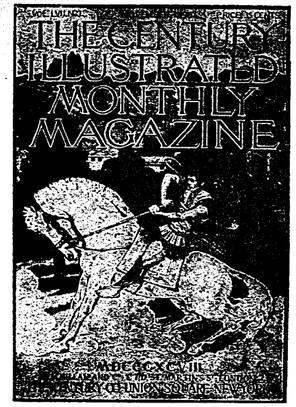
Romance of Holly.

The romance of holly is very old. Pliny tells us how a bough of holly planted near a dwelling house keeps off lightning or cast into water makes it become ice or thrown at any beast causes it to return to the spot where it is required to be.

Disastrous Activity.

"Superstitious people believe that eating salt turns the hair white."

"Well, earning my salt has made my hair gray."—Detroit Free Press.



A Cover Design by Grasset.

The November Century is to have a novelty in the way of a colored cover designed by Grasset, the famous poster-maker of Paris. He has pictured Alexander the Great on his steed "Bucephalus," to mark the opening of Professor Benjamin Ide Wheel's serial "Life of Alexander," which will be a feature of the magazine during the coming year. Grasset's present design is entirely different from his famous Napoleon poster, "The Sun of Austerlitz," which he made for The Century, but it is none the less striking. The great gray war-horse is represented in the immediate foreground, reined in until he has almost fallen on his haunches. On his back is the determined young Alexander, in rich trappings of gold and purple. The background is a typical Macedonian scene, with stately temples and palaces showing through the foliage. In the distance are the purple Olympian mountains. The colors are quiet, but rich, like old tapestries. The cover for the December, which will also be printed in colors, has been designed by the eminent French artist Tissot, who painted the famous illustrations for the "Life of Christ."

Two Sleepers

Filled With Ohio People Roll Into Omaha, Nebraska.

Omaha, October 22.—Buckeyes are in evidence to-day. This morning's Chicago Northwestern train brought two sleepers filled with people from Ohio. The party is composed of the State Board of Agriculture, State Fair Managers and others from various parts of the state. They came to see the exposition and to attend the Annual Convention of Fairs and Expositions.

The party is in charge of James W. Fleming, Secretary of the National Fair Association. He is also Assistant Secretary of the Ohio State Board of Agriculture. The party will be in the city most of next week and some of them will remain until the close of the exposition, having friends and relatives in the city.

The party comprises C. Bardwell, Batavia, President of the State Board; W. W. Miller, Columbus, Secretary; James W. Fleming, Columbus, Assistant Secretary; L. G. Ely, Fayette, Vice President; J. C. Brown, Columbus, Treasurer; A. J. Clark, Cambridge; J. S. Stickney, Van Wert; George Liggett, Watkins; E. C. Ellis, Crest View; S. H. Ellis, Springborough; H. S. Grimes, Portsmouth; Albert Hale, Magadore. S. H. Ellis is President of the Ohio State Grange. L. G. Ely is an ex-member of the Ohio State Legislature, having served four years in that body. The last three men are accompanied by their wives.

One of Owens & Varney's San Francisco Beauties.

A WITTY BLUNDERER

HE WAS VALET TO LINCOLN AND ADMIRAL COLDSBOROUGH.

One Occasion When His Idiotic Bungling Nearly Got Him In Trouble With Admiral Dewey, Who Was Then a Lieutenant Commander.

W. W. Stone, who was ship's writer on board the cruiser Colorado when Dewey and Watson were lieutenant commanders on that vessel, can tell many stories about those two celebrities. Admiral Goldsborough was in command of the Colorado. His valet, John, who at one time was President Lincoln's servant, was a witty but bungling Irishman. Stone's best story centers around this quaint character.

One morning Admiral Goldsborough sent down word to John that he wanted his glass, meaning, of course, his spyglass. John, as usual, however, misunderstood, and came tramping up the bridge with a goblet in his hand.

"John, you're the devil's own valet," growled the admiral when he saw him coming.

"Faith, sor, I didn't think I'd come to that same whin I tuk service wid ye, sor."

"Throw that blamed goblet overboard and go and get me my spyglass, as I told you, you infernal idiot!"

"Yes, sor," said John, calmly tossing the glass over the side, and in doing so narrowly escaped dashing it upon the upturned face of our executive officer, Lieutenant Commander George Dewey. Mr. Dewey was on a tour of inspection, circling the frigate in one of the cutters. The Colorado had just arrived from Triest. The passage down the Adriatic sea had been a stormy one, and the painstaking executive officer of the vessel wanted to see for himself how the old ship looked after her battle with the waves.

It was a lovely spring Sunday morning. We had dropped anchor in the beautiful bay of Naples, and I had crept up into the mizzentop to drink in with boyish zest the delights of our glorious surroundings. Off our beams lay Ischia and Capri, standing like stern Roman sentinels on guard, at the horns of the bay. Ahead lay the Campanilla. From its center rises old Vesuvius, from whose grim apex I could see floating upward a hazy wreath, significant of the unrest beneath. I watched the old admiral with a great deal of interest. Had I been a kodak fiend I should then and there have forfeited my appointment by taking a snap shot at the irate officer as he glared at the sleek, unconcerned menial.

"Go below, you blundering Irishman, before I have you tossed over after the glass." The man disappeared, with just the suspicion of a smirk on his innocent looking face.

"Mr. Dewey would like to have you find out, sir, who is heaving crockery over the side of the ship, sir." This came from one of the crew of the cutter. He had come up with the order and speke to Lieutenant Commander John Crittenden Watson, at the time officer of the deck. The admiral overheard the message of the angry executive and laughed quietly.

"Tell Mr. Dewey that it was the admiral, my man," said he soberly; then, turning to Mr. Watson he remarked, "He can't very well put the admiral in the brig, though I may deserve it."

"He may look around for a substitute, admiral," answered Mr. Watson, smiling.

"Oh, no; Dewey has too keen a sense of justice. Besides, I remember him saying once that he had no use for substitutes."

A few moments after this Mr. Dewey himself came over the starboard gangway, saluting the admiral with rather a haughty air. You see, a 10 pounder may spin merrily past a fellow's head aboard a man-o'-war and serve merely as a hook on which to hang the old time jest about a "miss being as good as a mile," but when a plain matter of fact, plebeian tumbler shoots past you, contrary to the articles of war and in direct violation of established naval etiquette, the circumstance that you have escaped mutilation is only an excrescence alongside of the glaring fact that your dignity has been very violently assaulted.

The admiral looked down and took in the situation. Descending to the quarter deck, he approached Dewey and said with a friendly air, "I say, Dewey, did you ever read 'Handy Andy?'"

"Yes, sir," rather shortly.

"Well, now, I must have his cousin aboard." And the admiral related the glass incident. The two laughed over the blunder, Mr. Dewey having recovered his usual good nature by this time.

"You see, Dewey, I have a sort of interest in the fellow. The secretary recommended him to me as a good, faithful serving man. He had been attached to Mr. Lincoln as his personal attendant, and I took the scamp partly on that account. Ah, here he comes at last with my glass! John, did Mr. Lincoln ever score you for your awkwardness?"

"No, sor, he niver did. Many the time he tould me that it wor a mercy that we were thegither, because, said he, his mind wor taken off affairs of state by thinkin did he wurruk harder tellin me how to do things than if he wint and did them himself."

"Doubtless, doubtless," said the admiral, laughing.

"I want you to remember, John," said Mr. Dewey severely, "that it is strictly against the rules of this ship to throw anything over the sides. You came very near striking me in the head with your glass tossing."

"That wor a pity, sor."

"A pity!" exclaimed Dewey savagely. "By Jim, I'd have come up and had you strung up at the mainyard arm like a dog."

"No, sor, axin yer pardon, I hope not."

"What's that?" roared the admiral angrily.

"Throth, sor, d'ye mind the mornin tellin me that ye wor to do the thinkin an I wor to obey orders, even if I bruk owners?"

The two laughed heartily at this hit, and John went below with flying colors. —San Francisco Examiner.

Calcined seed pearls are considered a medicine of great potency by the Chinese, and beautiful art work in mother of pearl has long been executed both in China and Japan. In the Philippines windows are made of mother of pearl, and in Cashmere it is used for inlaying inscriptions on tombstones.

BISMARCK'S HUMOR.

It Was Rollicking and Aggressive and Didn't Even Spare Himself.

Bismarck's humor was entirely of the German stamp, says Professor Kuno Francke in The Atlantic. It was boisterous, rollicking, aggressive, unsparing—of himself as little as of others—cynic, immoderate, but never without a touch of good nature. His satire was often crushing, never venomous. His wit was racy and exuberant, never equivocal.

Whether he describes his vis-a-vis at a hotel table his excellency So-and-so, as "one of those figures which appear to one when one has the nightmare—a fat frog without legs, who opens his mouth as wide as his shoulders, like a carpetbag, for each bit, so that I am obliged to hold tight on by the table from giddiness;" whether he characterizes his colleagues at the Frankfort Bundestag as "mere caricatures of periwig diplomatists, who at once put on their official visage if I merely look of them a light to my cigar and who study their words and looks with Regensburg care when they ask for the key of the lavatory;" whether he sums up his impression of the excited, emotional manner in which Jules Favre pleaded with him for the peace terms in these words: "He evidently took me for a public meeting;" whether he declined to look at the statue erected to him at Cologne, because "he didn't care to see himself fossilized;" whether he spoke of the unprecedented popular ovations given to him at his final departure from Berlin as a "first class funeral"—there is always the same childlike directness, the same naive impulsiveness, the same bantering earnestness, the same sublime contempt for sham and hypocrisy.

Foggier Than London.

Esquimalt is the only place in the British empire, according to a recent climatological report, that exceeds London in cloudiness. Esquimalt is also the dampest place in the empire, while Adelaide, in Australia, is the driest. Ceylon is the hottest and northwest Canada the coldest possession that the flag of England floats over.

The Great La Pearl Shows

Closed the greatest and most prosperous season in its existence, at Sikeston, Mo., Oct. 29th, and is now in winter quarters at Danville, Ills.

WANTED

For the Season of 1899,

Two good Boss billposters, one advertising agent, thirty experienced billposters, six experienced programme distributors, and six experienced men to hang lithographs and banners. Address,

J. H. LA PEARL,
DANVILLE, ILLS.

A new Eight sheet Christmas poster by Donaldson. It is called No. 2204.

BILL

NORTHWESTERN BILLPOSTING CO.

PORTLAND, ORE.

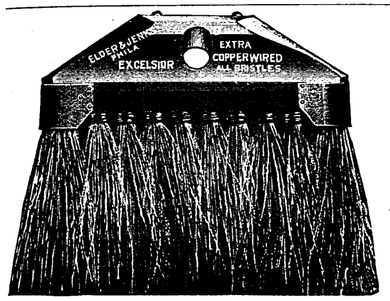
JOHN T. WILLIAMS,

And you bill the whole Northwest. Send your paper to the NORTHWESTERN BILLPOSTING CO.

H. F. TODD, Asst. Manager.

Secretary and General Manager.

Offices 346 Morrison St.



Bill Posters' Paste Brushes.

The most practical Brush made. Copper wired and protected corners.

Improved Light Weight Block.
VERY STRONG, WITH SAFETY SCREWS.

GRAY RUSSIAN BRISTLES.
Quaker City, 9-inch, $24.00 per dozen, $2.50 each.
Excelsior, 9-inch, $30.00 per dozen, $3.00 each.
Extra Extra, 9-inch, for circus use, $39.00 per dozen, $3.75 each.

BLACK CHINA BRISTLES.
No. 1, Royal, 9-inch, $21.00 per dozen, $2.25 each.
No. 2, Royal, 9-inch, $27.00 per dozen, $2.50 each.
No. 3, Royal, 9-inch, $30.00 per dozen, $3.00 each.
8-foot Curved Handles, 50 cents each.

ELDER & JENKS, Brush Makers,
127 North 5th St., Philadelphia, Pa., U. S. A.

PRESS CLIPPINGS

are valuable to the editors of class and trade journals, to professional men, to students of science or history, and to every one who wants a collection of thoughts or facts on any subject. We're rather proud of the fact that our service is so complete and satisfactory that our circle of subscribers to our press clippings steadily widens. May we add you to the list?

NEW ENGLAND NEWSPAPER BUREAU,
146 Franklin Street, Boston, Mass.

I added two new firms to my list of patrons last month, but I can attend to a few more still.

IF YOU want your matter distributed in the right way in CINCINNATI,

Better write me about it. I do the best distributing that is done in this city. I know I do because I watch my men closely, and I watch other peoples' men just as closely.

I can refer you to a number of big advertisers who found it profitable to pay me a higher price than any other distributor in Cincinnati asks. Address,

W. H. STEINBRENNER,
519 Main Street,
CINCINNATI, O.

DUBUQUE, IOWA. POPULATION 50,000
ARTHUR LEONARD, Manager, 175 W. Locust St. Sampling. Distributing. Sign Tacking. Honest service guaranteed. Member I. A. of D. Reference, Dr. T. W. Ruete, druggist, 650 Main St.

ALLEN'S PRESS CLIPPING BUREAU
Deals in all kinds of NEWSPAPER INFORMATION. Advance reports on all contract work. Main office, 310 Montgomery street. SAN FRANCISCO.

MIDLAND ADVERTISING CO.,
JOSEPH REID, Manager.
LICENSED DISTRIBUTORS,
Members I. A. of D.
617 Grand Ave., KANSAS CITY, MO.

MEMPHIS, TENN.
VAN BEUREN & CO.,
Bill Posters and Distributors. 43 GAYOSO St

ROBERT H. COBLINS, Distributor, 310 Middle Street. NEW BEDFORD, MASS.

FRANK LITTLE & SON, Bill Poster and Distributor. PORTLAND, MICH. Pop. 2,000

The Bill Poster

The English counterpart of THE BILLBOARD. Subscription 50 cents per year, post free, may be sent to 127 East Eighth St., Cincinnati, O.

When you Distribute OMAHA, NEB. Try Fischer's Distributing Agency (15 years' experience.) 4329 DECATUR ST.

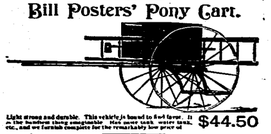
Bill Posters=Distributors
SHOULD OWN EITHER A
WAGON OR CART

You can get a wagon built by a village blacksmith, and doubtless, too, you could get a peddler to make you a pair of shoes, but what is the use when you can go to a firm who make a specialty of the very thing you want. We can give you a better vehicle for half the price you will pay at home.

Bill Posters' Push Cart.

$24.50 EACH.

Bill Posters' Pony Cart.



$44.50

Bill Posters' Wagons.

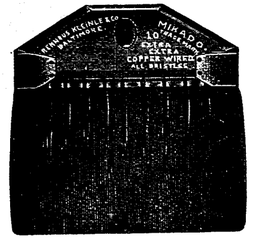
A—$90.00. B—$100.00. C—130.00.

Address JOHN H. MICHAEL,
Manufacturer Bill Posters' Vehicles,
225, 227, 229 East 8th St, CINCINNATI, O.

We have just completed a new distributor's wagon. It is a marvel of convenience and utility. Photos free to intending purchasers.

drop a nickel in an envelope addressed The Ad Sense Company No. 160 Washington Street Chicago and get a Sample Copy of Ad Sense a Journal of Advertising and Business Methods a Happy Combination of Sense and Good Printing

Bill Posting and Circus Paste Brush.



The Extra Mikado Brush is the best made; constructed of ALL Pure Black China Bristles imported by us for the purpose, and especially prepared under a formula known only to ourselves.

We guarantee that our CHINA BRISTLES are more elastic and more durable than any other; consequently our MIKADO Brush will wear longer AND DO BETTER WORK than any other brush made. ALL OUR MIKADOS ARE GUARANTEED. They are copper wired, with heavy metal edge protectors and are great paste holders. Used by Barnum, Forepaugh and other leading shows, and highly recommended by Mr. R. C. Campbell, Chicago. Send the price and get a sample

All 9 Inches Wide.

No. 10, 4-0. .5¾ in. long.....$28.00 per doz... $2.50 each.
No. 10, 3-0. .5½ in. long.....$23.50 per doz... $2.25 each.
No. 10, 6-0. .5⅞ in. long, heavy..$32.50 per doz... $3.25 each.
No. 10, 7-0. .5⅞ in. long, ex. heavy.....$34.00 per doz... $3.50 each.
No. 10, 9-0. .5⅞ in. long, ex. ex. heavy...$42.00 per doz... $4.00 each.

RENNOUS, KLEINLE & CO., Sole Manufacturers, Baltimore, Md.

AT HOME PERSONALLY CONDUCTING MY BUSINESS.

Billboards full of commercial paper; compelled to increase capacity to meet demand for space. Advertisers renew and double their allowance after a trial posting. Why? Good city, good service, fair dealing. Try Me. **Chas. Bernard,** City Billposter, Box 92, **Savannah, Ga.**

A.B.P.A.

CASTNER'S CIRCUIT OF CITIES.

SYRACUSE, N. Y. George Castner, Billposter.
BINGHAMTON, N. Y. Parlor City Billposting Co. Abbott & Castner.
ELMIRA, N. Y. Elmira Billposting Co. Smith & Castner.
JAMESTOWN, N. Y. Jamestown Billposting Co. Castner & Co.
NEW CASTLE, PA. New Castle Billpost. Co. Castner & Co.

We offer to advertisers a Guaranteed Service in all the above cities. Our billboards are the best. Our locations are the best, and our service is unexcelled. For further particulars address

GEORGE CASTNER, Gen'l Manager, 221 Montgomery St., Syracuse, N. Y.

THE CURRAN COMPANY,

CITY BILLPOSTERS AND DISTRIBUTORS

Own all billboards and uses uniformed distributors. Denver, Pueblo, Colo. Springs, ann surrounding towns.

General Office, Denver, Col.

IT'S ALL RIGHT NOW.

Louisville, Ky.

THE WAR IS OVER.

THE FALLS CITY BILL POSTING CO.

Has absorbed the Heverin Bill Posting Co., and now controls all boards and posting stations in the metropolis of Kentucky.

Brantford, Ontario, Can. Pop. 17,000 County, 50,000 | C. M. SMITH & CO. Members I. B. P. A. and I. A. of D.

:SEND FOR CATALOGUE:

THE AMERICAN PROCESS ENG. CO.

Best Cut Makers in America!

FINEST HALF TONES: LITHOGRAVURES: ILLUSTRATIONS: BEST LINE ZINC ETCHING: WOOD ENGRAVING: OF ALL KINDS:

BUTLER BLDG CINCINNATI, O.

REMEMBER THE GAIN

IF WE DO YOUR DISTRIBUTING.

The Owen Distributing Service

91 SHELBY ST., DETROIT, MICH.

Members I. A. of D.

HARKNESS • BILL... POSTER.

New Boards. Locations the Best.

STOCKTON, CAL.

ST. PAUL AND MINNEAPOLIS DISTRIBUTING CO. Samples and Advertising Matter Thoroughly Distributed. W. F. SMITH, Manager. Main Office, 34 East Third Street, St. Paul. †9

TAMAQUA, PA. Pop. 8,000. Bill Poster, Distributor and Sign Tacker. Geo. A. Jacobs, L. B. 446. Member I. A. of D. ††

NEWPORT KY. the metropolis of Campbell County, and Dayton, Bellevue, and Brilliant, and 7 minor cities. Our Boards reach a gross population of 60,000. **G. H. Otting & Son** Member A. B. P. & I. A. D. York St., Newport, Ky. Sole Licensed Billposters in Campbell County.

WE WANT YOU . . .

To become a subscriber to UP-TO-DATE IDEAS, because we believe it will be beneficial to you, and, again, because we want 50 cents for a year's subscription

IT WILL PAY YOU

To subscribe for UP-TO-DATE IDEAS. It has many good suggestions every month, which will be worth much more than their cost to you.

SAMPLE COPY SENT FREE.

UP-TO-DATE IDEAS PUBLISHING CO.

GRAND ISLAND, NEBR.

ADVERTISERS! I am still in the business and going to stay. Send all matter to me. My distributing will make it pay. Member I. A. of D. JOHN H. JONES, Office N. W. Cor. Mount and McHenry Streets. Residence, 1733 W. Pratt St., Baltimore Md.

DE VAUGHN BROS., DISTRIBUTORS, McDONOUGH COUNTY, BUSHNELL, ILL.

Established 1823.

WM. H. WARNER & BRO.

MEDALISTS.

No. 424 N. 9th St., PHILADELPHIA, PA.

Medals in all metals struck to order for all purposes that may be desired. We want the address of all streetmen throughout the United States.

CITY BILL POSTING CO.,

HARRY B. BUSSING, Manager.

NORWALK, CONN.

LIMA, OHIO. Has a thrifty wide-awake, hustling population of over 25,000. It will pay you to put it on your list. W. G. TIRRILL & CO. Bill Posters and Distributors.

ACCOUNTICS.

A monthly magazine devoted to Accounting as the vital element of business. It contains the leading papers and debates of all the Accountant's Associations, together with original inquiries and investigations. The most eminent accountants are contributors.

SCIENCE OF ACCOUNTS. ART OF BOOK-KEEPING.

ACCOUNTICS answers questions in higher accounting and book-keeping practice; contains independent Reviews and Criticisms of books on Accounting and Encomic topics; fully illustrated; carefully printed; edited by A. O. KITTRIDGE. Subscription One Dollar a year.

Accountics' Association, Wool Exchange, New York.

E. M. FRITZ

BILL POSTING AND DISTRIBUTING

OSKALOOSA, IOWA.

Send for Samples of Bill Poster's

LETTER HEADS.

CROSS PRINTING CO., CHICAGO.

CUMBERLAND, IND.

CHAS. CAYLOR. Billposter and Distributor.

SANTA CRUZ, CAL. with a population of over 8,000. has one of the best billposting and distributing plants in the state. All work personally superintended. Member I. A. D. *L. A. DANIELS.*

Put a Permanent Sign Over Your

BILLBOARDS

Marsland's Enameled Iron Signs

Are the Best. They Last Forever.

SPECIAL PRICES TO THE TRADE. It will pay you to correspond with me in regard to Agency for the full line, including Street Names, House Numbers, Agency and Advertising Signs.

F. E. MARSLAND,

190 West Broadway, New York.

N. B.—Marsland Enameled Sign Co., Chicago, removed to above address.

In England....

The most prominent advertisers in all parts of the country subscribe to

PUBLICITY

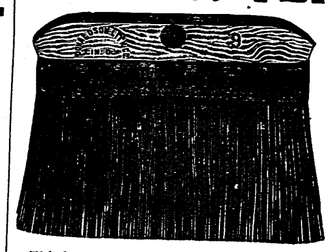
the practical paper for all patronizers of printers' ink. The only publication of its kind in Great Britain

Sample copy 10 cents. Full year 50 cents.

MORISON'S ADVERTISING AGENCY

HULL, ENGLAND.

BILLPOSTERS' PASTE BRUSHES.



This is our celebrated "UNEXCELLED." The Best Paste Brush made. Popular everywhere on account of its great durability.

PRICES.

8 in., $2.75 ea. 9 in., $3.00 ea. 10 in., $3.25 ea.

SEND YOUR ORDERS TO

The Donaldson Litho. Co.

CINCINNATI,

Sole Western Agents for the CELEBRATED WIRE BOUND BRUSH.

This brush is manufactured especially for us, and is fully warranted. It is the cheapest GOOD Brush you can find anywhere.

PRICES.

8 in., $2.25 ea. 9 in., $2.75 ea. 10 in., $3.00 ea.

THE GREATEST SPECIALTY EVER OFFERED PRINTERS

PICTORIAL DODGERS

ANY PRINTER can add materially to his profits and make many a new customer by having a stock of our Pictorial Dodgers on hand. They only need to be shown and they sell themselves. All printed on good paper, 7 x 10 inches, in bright, permanent colors. Put up in 1,000 packages. We give you the privilege of an assortment at prices quoted, but we do not break packages.

Try a Sample Lot. They will please you.

WE HAVE THE FOLLOWING KINDS.

No.		No.		No.	
101	"Say" Dodgers.	107	"Fence" Dodgers.	114	"Picnic" Dodgers.
102	"Lookout"	108	"Four Heads"	115	"Santa Claus"
103	"Laughing Coon"	110	"Well"	116	"Uncle Sam"
104	"Crying Coon"	111	"Yellow Kid"	117	"Columbia with 2 Flags"
105	"Clown"	112	"Soubrette"	118	"American Flag"
106	"Next"	113	"Jays"	119	"Cuban Flag"
				120	"The Maine"

PRICES.

1,000 (one kind)	$1.25	3,000 (one kind or assorted)	$3.00	5,000 (one kind or assorted)	$4.50
2,000 " or assorted)	2.00	4,000 "	3.75	10,000 "	8.00

Samples Sent Free

HENNEGAN & CO., Cincinnati.

THE BILLBOARD'S

! Christmas Special Issue !

Will be out November 28th.

From a literary and artistic standpoint, it will be quite the handsomest and most comprehensive publication ever issued in the west. It will retail at 25 cents per copy.

The Circulation will Exceed 12,500 Complete Copies.

NO ADVANCE IN ADVERTISING RATES.

The advertising rates will be 10 cents per agate line, with 20 per cent. additional for specified position.

LARGER ADVERTISEMENTS.

Whole page,	$50 00
Half page,	27 50
Quarter page,	15 00
Eighth page,	8 00

Copy must reach us not later than Nov. 25th.

Size of Type Page 9¼ x 12½.

46 pages, which with the four cover pages, will make a total of 50 pages, of which just sixteen have been set aside for advertisments.

LITHOGRAPHED PAGES.

Page 2 of Cover, in two colors,	$75 00
Page 3 of Cover, in two colors,	75 00
Page 4 of Cover, in eight colors,	100 00
Double page centre, in eight colors,	150 00

No deviation will be made from these prices and no discounts of any kind. Copy for advertisements on lithographed pages must reach us not later than Nov. 10th.

You will want an ad. in this issue. Secure your space early. Address all applications to

C. F. McHENRY, Business Manager, The Billboard, Cincinnati, O.

DAYTON, O.

MONTGOMERY COUNTY ADVERTISING CO.

Distributors. Sign Tackers and Gen'l Advertisers.

Members of the International Ass'n of Distributors. | JAS. B. McCONNON, Manager.

THE MANHATTAN PRESS-CLIPPING BUREAU.

ARTHUR CASSOT, Manager.

NEW YORK. LONDON.

(Knickerbocker Building.)

Cor. 5th Ave. and 14th St., New York.

We will supply you with all personal reference and clippings on any subject from all the papers and periodicals published here and abroad. Our large staff of readers can gather for you more valuable material on any current subject than you can get in a life-time.

TERMS: 100 clippings, $5.00; 250 clippings, $12.00; 500 clippings, $22.00; 1,000 clippings, $40.00.

The Twin-City Bill Posting Co.,

WINSTON-SALEM, N. C.

TEN SURROUNDING TOWNS.

Population 30,000.

Bill Posting, Distributing, Sign Tacking and General Advertisers.

First-Class Services. All Work Guaranteed, Protected and Renewed.

W. T. PFOHL, Manager.

Office, 105½ West 5th St. WINSTON, N. C.

††

We take special pleasure in announcing that we have been elected to membership in the International Association of Distributors at Dunmore and

SCRANTON, PA.

and we will guarantee to uphold the dignity of the Association at all times. Our work can be depended on.

REESE & LONG.

OAKLAND, CAL.

According to the census of 1890, had a population of 48,682. The police census of 1895, gave it 52,986. Experts now estimate it at 60,000. It is a good town. A residence town. A city of homes. I distribute Oakland. I have good references, and further more, I am a member of the International Association of Distributors and Will. A. Molton's Agency. Whenever you want to distribute Oakland, send the matter to

W. B. PORTER, 408 Tenth St., OAKLAND, CAL.

We Want Distributors.

Send for our proposition to furnish you a specially designed letter head, half tone cuts or any kind of engraved work. No expenditure of cash. Any distributor can earn good pay in this way. Send for the proposition and judge for yourself. Portraits a specialty.

The Advertising World, Columbus, Ohio.

ARE YOU GOING TO PLAY

PORTSMOUTH, O. ?

You can't get a showing in Portsmouth unless you use

LODWICK'S BOARDS.

You can't get business in Portsmouth unless you use

LODWICK'S BOARDS.

If you want a showing, if you want good house distribution, have your agent deliver his paper to

R. W. LODWICK, City Billposter, PORTSMOUTH, O.

Commercial advertisers and agents are notified herewith, that there is no opposition in Portsmouth, all reports to the contrary notwithstanding. The so-called opposition cannot bill his own attractions properly, let alone find room for commercial paper.

A $7.00 BOOK of EUGENE FIELD'S POEMS, Given Free

Handsomely illustrated by thirty two of the world's greatest artists.

to each person interested in subscribing to the Eugene Field Monument Souvenir Fund. Subscribe any amount desired. Subscriptions as low as $1.00 will entitle the donor to this handsome volume, cloth bound, 8x11, as a souvenir certificate of subscription to fund. Book contains a selection of Fields best and most representativeworks and is ready for delivery.

But for the noble contribution of the world's greatest artists this book could not have been manufactured for less than $7.00.

The fund created is divided equally between the family of the late Eugene Field and the fund for the building of a monument to the memory of the beloved poet of childhood.

Address,

EUGENE FIELD MONUMENT SOUVENIR FUND,

[Also at Book Stores.] 180 Monroe St., Chicago.

If you also wish to send postage, enclose 10c.

Mention this Journal, as adv. is inserted as our contribution.

LETTER PATTERNS.

Send 25 cents in currency, and I will send you by return mail, post-paid, an Up-to-Date Sample Alphabet, either 2, 4 or 6 inches, your choice. This alphabet is cut from tough strawboard ready to work from, and is to be used as a pattern and not as a stencil.

A full stock of Up-to-Date Letter Patterns, different styles, carried.

For $3.00 I will send by express a set of ten alphabets and four sets of numerals, different styles, from two inches to ten, suitable for making almost any kind of a sign. Any person, who can handle a brush can make a respectable sign by their aid. They are just what bill posters need for marking dates on posters, and for lettering. Remember they are ready to work from. Circulars free.

R. H. FORGRAVE,
PICKERINGTON, OHIO.

"SEE PLATO ABOUT IT"

"Plato"

Promotes
Press
Paint and
Poster
Publicity.

All Modes
Lead to Sales.

"See Plato about it."

REFERENCES.

Castoria	Boraxaid
Morse's Pills	Pond's Extract
Bovrill. Cudahy	Highland Cream
Brandreth's Pills	Allcock's Plasters

Dixon Stove Polish
Mail Pouch Tobacco
Price Baking Powder
Cleveland Baking Powder
American Billposting Co.

(To be continued)

DISTRIBUTING IN PHILADELPHIA.

"SEE PLATO ABOUT IT."

NOTE.—Our Ad-Mark is in use since 1884, and well known. It is not "copy-righted," but is often copied and pirated.

In justice to the many large advertisers who cover this city, it is explained, that in consequence of the many favorable local conditions, ascertained after careful and repeated experiment, we find that the association rate of $1.50 for ordinary distributing is high for this city. Houses are easily accessible, door sills within reach of sidewalk, and in thousands of adjoining rows. Honest labor is plenty and not expensive, and as it requires 200,000 circulars to cover, we are able and willing to guarantee an ideal service for

ONE DOLLAR PER THOUSAND.

THIS RATE WILL INCLUDE ALL SUBURBS, ALSO CAMDEN, N. J.

OUR SERVICE INCLUDES MEN, IN FULL UNIFORM, UNDER DISCIPLINE, SWORN INTO OUR SERVICE AND KNOWN AS "PLATO'S SWORN CIRCULATORS." WE FURNISH DAILY REPORTS TO ADVERTISERS' AGENTS, OR JOBBERS, SHOWING ROUTE COVERED, AND CONTEMPLATED ROUTE FOR FOLLOWING DAY, thus enabling salesmen to follow or precede where "circulating" is creating demand. We submit vouchers from dealers certifying to fact of distribution in their vicinity, and in all respects, we render an ideal, accurate, intelligent, systematic and practical service in this department, such as will invariably be found in matters under our management, from which it has grown to be the custom of large advertisers to say, "IT WILL BE ALL RIGHT IF PLATO DOES IT."

Special rates given for sampling and special work.

Address or ship to

PLATO'S AGENCY,
Odd Fellows' Temple, Philadelphia, Pa.

J. GARLICK,

City Bill Poster, Distributor

AND ADVERTISING SIGN PAINTER,

633 Commercial Place,

New Orleans.

DISTRIBUTING, Billposting and Sign Tacking by F. A. KOPPE, Logan, O. Population 4,000. Member I. A. of D. All work guaranteed to be strictly first-class and up-to-date.

CHAS. WOOD, Billposter and Distributor

Est'b'd 1870. Office 358 Fulton St., Jamaica, N. Y.

1000 3-sheet boards. 100 large stands. 3c per sheet.

O. P. FAIRCHILD & CO.

BILL POSTERS AND DISTRIBUTORS

24 East Fifth Street,

COVINGTON, KY.

AUBURN, ILLINOIS.

JAS. A. ROBERTS

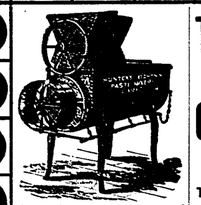
BILLPOSTER

And Advertising Sign Painter. I reach Virden, Waverly and Girard. Correspondence solicited.

THE LEADING SHOW PRINTERS (LITHOGRAPHIC OR BLOCK) IN THE UNITED STATES USE

THE AULT & WIBORG CO'S POSTER INKS

ARE YOU ONE OF THEM? THE AULT & WIBORG CO. CINCINNATI, NEW YORK, CHICAGO, ST. LOUIS.



THE above cut shows one of our Paste Mixers for Bill Posters. We make three grades (Good, Better, Best). Prices to suit all. Our catalogue tells all about them. It is sent free on application.

THE BILLPOSTER

of a town ought to supply the town with all the paste it uses. This trade belongs to the billposter. It is his by right.

OUR MACHINE:::

will enable you to do it. It will make the best paste so cheaply that you can drive all competition out of the market.

Take a Minute and a Postal—Write us and we will tell you all about it.

J. H. DAY & CO.

1144 R. Harrison Ave. Cincinnati, O.

In offering the services of the

United Press News Bureau

We beg to announce that we have succeeded and united the several business interests heretofore conducted by the Register Press Clipping Bureau, the Press Cutting Co., the United Press Clipping Bureau, and the E. S. Morrison Press Clipping Bureau.

We are now occupying a space of eight large offices

With a carefully trained force of proficient readers.

And have an exchange list that thoroughly covers every section of the United States and Canada

We feel no hesitancy in asserting that we can fill any order entrusted to us.

Service equal to the best at a price as low as the lowest.

New customers we will serve on trial for two weeks, without charge, provided that if we get an order we charge from the start.

We solicit your patronage.

Respectfully,

United Press News Bureau,
134 VAN BUREN ST.,
CHICAGO

Wilmington Bill Posting and Distributing Co.,

WILMINGTON, DEL.

POPULATION OF CITY, 75,000.

JESSE K. BAYLIS, GEO. W. JACKSON, } PROPRIETORS

OFFICE: GRAND OPERA HOUSE

FRANKLIN, PA. Population 9,000

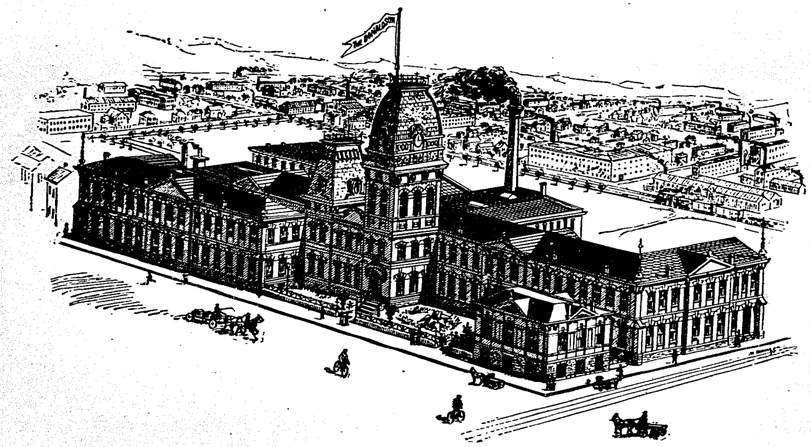
ALEX. BRADLEY,

City Billposter and Distributor

MEMBER I. A. of D. Established 187

THE DONALDSON LITHO. COMPANY,

CINCINNATI, OHIO.



We have the largest, handsomest, and best adapted factories in the United States. They are lighted with arc and incandescent lights, and ed throughout with acetyline gas, piping and burners. They are fitted with seven immense fire-proof vaults for storing lithographic stones. ey are fitted with traveling cranes, with fire traps, sprinklers, interior telephones, with every modern device that will cheapen the cost of pro- tion or improve the quality of our output. We have new modern rapid running presses, new processes, and new methods. We have a corps he very best artists, designers, engravers, pressmen, and transferrers in America, and we make

THE BEST POSTERS IN THE WORLD.

We make them for every purpose—for manufacturers and jobbers, for wholesalers and retailers, for circuses and lecturers, for opera com- ies and dramatic organizations.

There is a great chance for a WHISKY on the boards just now. A brand can be popularized in three months' time. Write us and we tell you how.

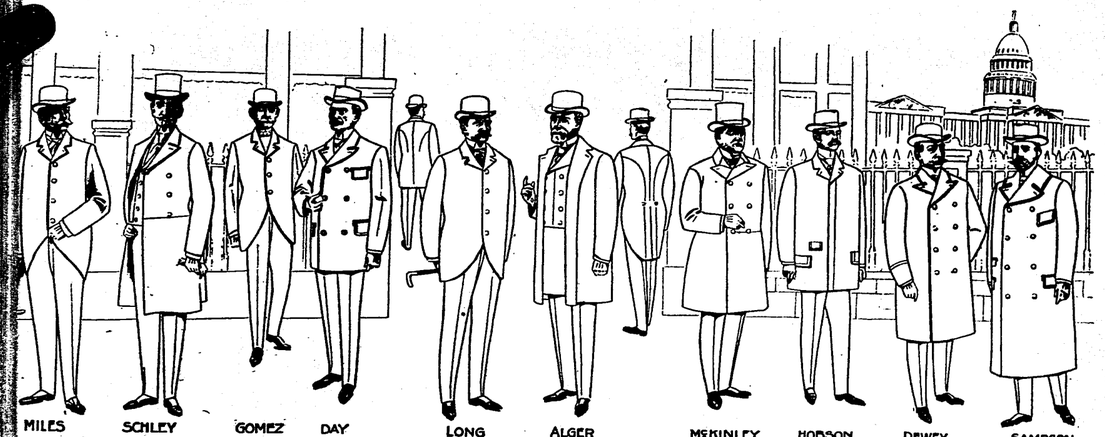
ASQUE BALL. The masquerade season is approaching. Get samples of our new posters in this line. them. They are quick sellers.

FOOT BALL season is at hand. If you have not received samples of our new posters in this line, write quick.

HRYSANTHEMUM SHOWS. November is is the month rysanthemum shows. Our posters in this line are very fine. Send for samples.

CHRISTMAS. The holiday season is fast approaching. You can sell our Santa Claus posters to merchants who never advertise at other times. Send for samples.

Here is a poster that is the best seller ever made: The heroes of the late war, together with the president and prominent officials, attired he very newest fall and winter styles. It obtains more, better and quicker attention than any poster that ever went on the boards.



ve Your Copy for Cross-Lining Typewritten.

ADVERTISERS

Who want their house-to-house distributing well and faithfully done, will do well to patronize the members of

The International Association of Distributors.

LIST ON ANOTHER PAGE OF THIS ISSUE.

The association member is the best man and gives the best service in his city, **99 out of 100 times.** An association member has got to give good service. He does not dare to slight his work. He is fired, bounced incontinently, if he does anything careless or dishonest, and then the association as a whole, steps in and re-imburses the advertiser for any loss he may have sustained.

The advertiser who fails to avail himself of the I. A. of D. service is, well he is wanting in acumen and discernment.

ITHACA, MICH. Pop. 2,500.
JAS. DONALDSON,
Member I. A. of D.
Bills posted. Samples put out. Circulars distributed. Signs nailed up. Work guaranteed.

The E. L. Kinneman LICENSED BILLPOSTING CO. Marion, Ind.
Up-to-date Billposters, Distributors and General Out-door Advertisers. Control all Boards and Advertising Space in Marion, pop. 22,000; Jonesboro, 3,000; Gas City, 5,000; Fairmount, 4,000. Total 34,000. All boards on Electric, Pan Handle, Big Four and Clover Leaf Lines. Capacity 4,000 sheets

PROFITABLE ADVERTISING!
The Advertiser's Trade Journal. Fully illustrated, bright, original, up to date. Poster department. The handsomest publication of its kind. 10c. brings a sample copy if you mention THE BILLBOARD. KATE E. GRISWOLD, Ed. and Pub., 27 School Street, BOSTON, MASS.

H. K. APPLE,
Billposter and General Advertiser
For Jamaica County Member I. A. of D.
709 Philadelphia St., INDIANA, PA.
Co. Population, 47,000.

DISTRIBUTE advertising matter and tack signs strictly according to contract.
JACOB SOSSONG,
525 N. 8th St., Terre Haute, Ind.

F. N. PENDERGAST, Reliable Distributor. A new deal here in distributing. First-class work a specialty. Try me. Good reference. Newton, Ia.

REMEMBER THE NAME! Valle & Bro. Advertising Co., General Distributors. Billposters and Sign Tackers in Brownsville, Hidalgo and Pt. Isabel, Texas. Corpus Christi,

For Coupon Book and Strip..... **Tickets**
WRITE C. F. ANSELL,
140-142 MONROE ST. CHICAGO.

HUTCHINSON, KAS. Population, 10,000.
W. A. LOE, City Bill Poster, controls all the billboards. Bill posting, distributing and tacking solicited. Office, 102 Opera House Block.

PORT HURON, MICHIGAN. Pop. 28,000.

One of the common errors made by advertisers, especially those new to the billboards, is the general assumption that one town is as good as another in so far as its billboards are concerned. The merits of the various billposting services throughout the country, vary as regards merit fully as widely as do publications. There is a good, better, best to them, and Port Huron is the last named class.

It has well-built billboards. It has intelligent billposters.
It has well-placed billboards. It has an excellent distributing service.

When you are picking out a list of towns, pick out good ones like Port Huron.

THE BENNETT BILLPOSTING CO., Port Huron, Mich.

Cincinnati

has a population of 400,000 people, either house owners or wage earners.

The **John Chapman Co.**

has all the billboards, and most of the bulletins in Cincinnati. We also do good sign tacking and distributing. Offices,

17 LONGWORTH STREET.

SO. McALESTER, Ind. Ter., and vicinity. **Pop. 20,000.**
J. A. MADDOX, Billposter and Distributor.

SIGNS. Our little book giving directions for mixing colors and painting window signs, placards, etc., with patterns of letters, scrolls, etc. Dealers can save money by making their own signs; clerks can make themselves more valuable to their employers by knowing how to make window signs; agents go from store to store making signs. Sent postpaid on receipt of 25 c. Address RASTON SPECIALTY CO., Sanford, Me. Box X.

THE AMERICAN COMPANY, Billposters and Distributors. Representing 27 towns ing feet of Billboards. References—First National Bank, Bowling Green, O.; Bradstreet and R. G. Dun Reporting Agencies; California Fig Syrup Co.; American Tob. Co. Headquarters, Caverly & Russell's Drug Store, Bowling Green, O.

W. B. CARVILL & CO. Billposters and Distributors in Allenville, Ky., and Todd County. Best work. Best of reference. Write them.

John V. Fishburn, Distributor and billposter, Medicine Lodge, Kansas.

MODERN OPERA HOUSE FOR SALE.
BUILT AND OPENED in 1894. Stage 40x80. Has its own Electric Light and Steam Heating Plant. Good city, good location, good business. Best money maker in Ohio under proper management. Price and terms reasonable. Full particulars on application.
JOHN E. BETTS, Findlay, Ohio.

J. H. HAYNES & SONS,
Sign Tacking, Sampling, Distributing. Cover 6 towns, population 10,000. Member I. A. of D. No boys—all men. 262 Mulberry Street,
IRONTON, O.

A SPECIAL OFFER
—OF—
Business
The Office Paper
Send 15 Cents for a Three Months' Trial Subscription.
BUSINESS deals with Office Management, Routine and Methods, Accounting, Advertising, Economics in its relation to Finance, Transportation, Manufacturing, Commerce, Business Legislation, Credits and Collections. It is a paper every business man should have in his office.
SUBSCRIPTION $1.00 A YEAR.
BUSINESS PUBLISHING CO.,
13 Astor Place, New York.

PUEBLO, COLO. I am still distributing, still doing good work at the same old stand.
JESSE MITCHELL.

30 Times 6,000,000 Equals 180,000,000

YOU can reach every man, woman, and child in New York City, Chicago, Portland, Ore., Kansas City, and San Francisco, by using the billboards exclusively. I will design and lithograph in four colors, 1,000 24-sheet posters 9½ feet high and 20 feet long, lithographed in the very best style, using permanent inks and the best non-fading paper—posters to be **listed, protected, renewed** and **guaranteed** for a term of 30 days, in the above cities, all for $3,112.

This means the placing of your goods prominently before 6,000,000 people every day for an entire month. The newspapers would figure this as 180,000,000 circulation.

I will design and lithograph in four colors, 1,000 8-sheet posters (7 feet wide by 9½ feet high) and post for **two months** in the following cities: Lexington, Ky., Portsmouth, Va., Savannah, Chattanooga, Yonkers, Wheeling, Asheville, Dallas, Kalamazoo, Little Rock, Poughkeepsie, all for the entire sixty days for $597.

Take all other methods of advertising that you may care to consider, and figure out the very cheapest possible plan for one month's constant publicity, reaching the entire population of the above cities every day throughout the month, and you will find that this is the cheapest method in the lot.

Then consider the insignificance of the other advertising as compared with the prominence and the impressiveness of a big, handsomely printed poster, and you will agree that this is not only the best for the money, but the best for even double the money.

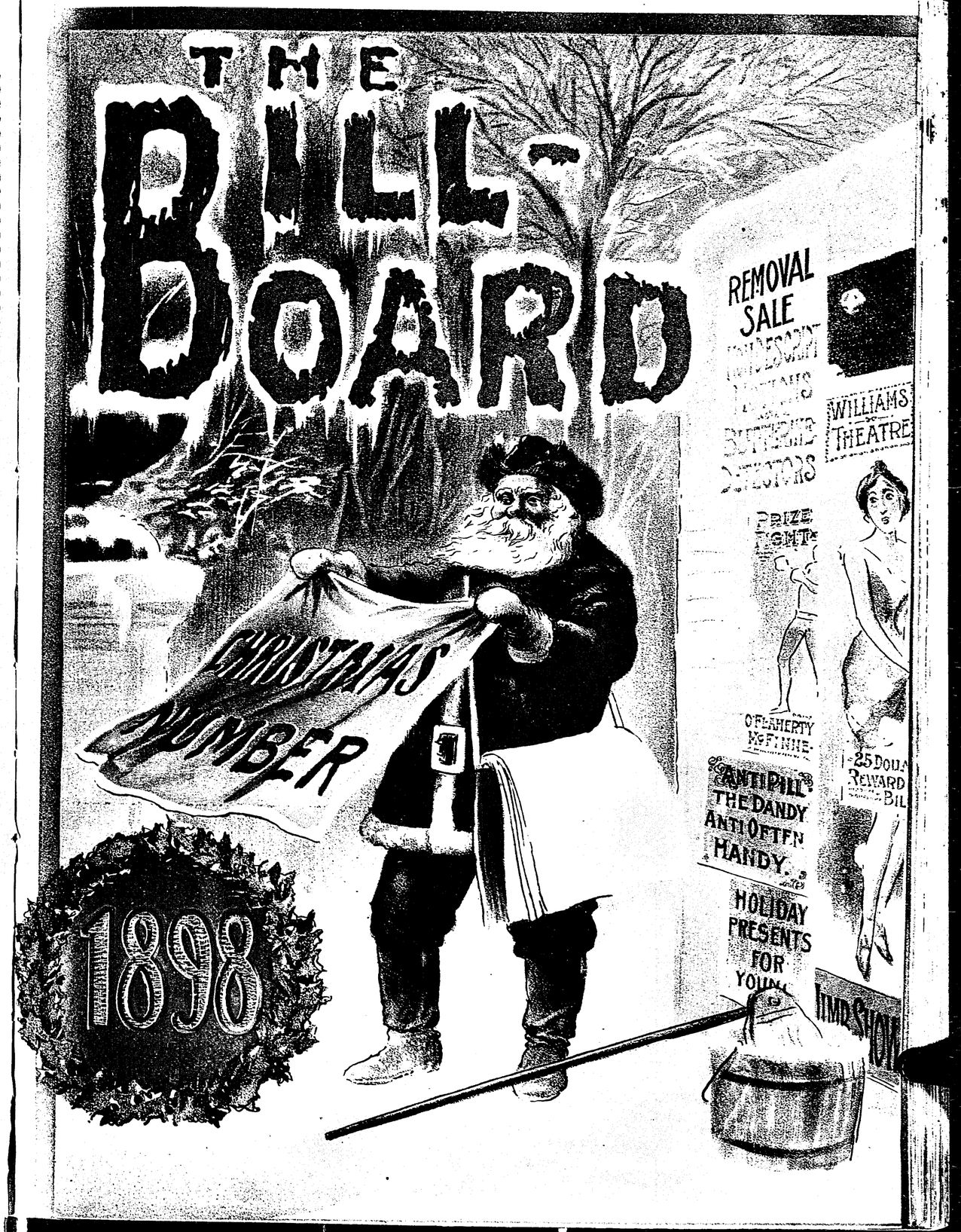
Place your entire order with, and leave all detail work to the LONG DISTANCE BILLPOSTER,

Sam W. Hoke

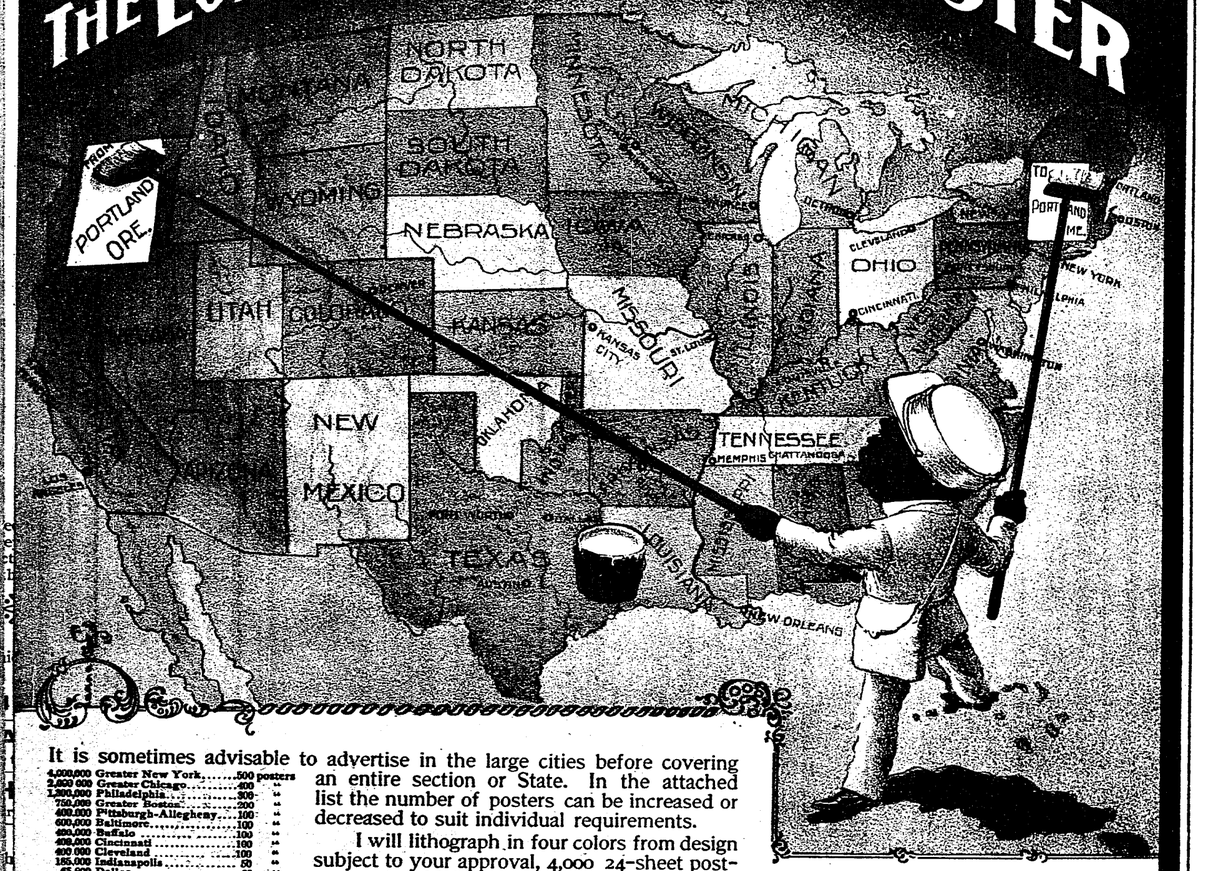
251 Fifth Avenue, N. E. Cor. 28th Street.

NEW YORK.

Telephone 2074-38.



THE LONG DISTANCE BILL-POSTER



It is sometimes advisable to advertise in the large cities before covering an entire section or State. In the attached list the number of posters can be increased or decreased to suit individual requirements.

I will lithograph in four colors from design subject to your approval, 4,000 24-sheet posters, 9½ feet high and 20 feet long, on the best 70 pound lithographic paper; I will post 3,150 of them as per schedule, listed, protected, renewed and guaranteed 30 days, all for $12,100.00.

When you consider the visitors from the surrounding country, you can safely count on this advertising reaching one-half the adult population of the United States.

Take all other methods of advertising that you may care to consider, and figure out the cheapest possible plan for one month's constant publicity, and you will find this the cheapest.

Then consider the prominence and impressiveness of this handsomely lithographed 20-foot sign, and you will agree that this is also the best for the money—or even double the money.

4,000,000	Greater New York	500 posters
2,600 000	Greater Chicago	400 "
1,300,000	Philadelphia	300 "
750,000	Greater Boston	200 "
400,000	Pittsburgh-Allegheny	100 "
600,000	Baltimore	100 "
400,000	Buffalo	100 "
400,000	Cincinnati	100 "
400 000	Cleveland	100 "
185,000	Indianapolis	50 "
65,000	Dallas	25 "
300,000	New Orleans	75 "
90,000	Richmond	25 "
150,000	Providence	75 "
650,000	St. Louis	225 "
400,000	Minneapolis-St. Paul	100 "
350,000	Washington	100 "
350,000	San Francisco	100 "
100,000	Nashville	25 "
105,000	Memphis	30 "
50,000	Chattanooga	25 "
240,000	Louisville	50 "
275,000	Milwaukee	75 "
75,000	Los Angeles	25 "
175,000	Kansas City	50 "
165,000	Denver	50 "
300,000	Detroit	75 "
90,000	Grand Rapids	25 "
65,000	Portland, Ore.	25 "
40 000	Portland, Me	20 "
65,000	Savannah	25 "
75,000	Atlanta	25 "
65,000	Salt Lake City	25 "
		3,150 posters.

Place your entire order with, and leave all the detail work in the hands of the Long-Distance Billposter.

$am W. Hoke

251-5th AVE.
N.E.COR.28th ST.
NEW YORK.

THE BILLBOARD

VOL. X., NO. 12. CINCINNATI, DECEMBER 1, 1898. PRICE 25 CENTS PER YEAR, $1.00

FARMER NOEL'S DREAM.

A Christmas Poem.

BY ALLEN E. HARBAUGH.

[Written expressly for The Billboard.]

I had a dream last night, good wife,
A vision bright and clear;
I see surprise within your eyes,—
You're wondering to hear.

I tho't I saw our children all—
The way they looked when young:
I laughed to see their happy glee,
And hear the songs they sung

Just as they used to long ago,
Which makes me young again,
Like days gone by when you and I
Were bound with Hymen's chain.

Yes, they all were so young and fair—
Sweet cherubs from the sky;
They romped and played beneath the shade,
Remembrance makes me sigh.

There's Lewis first—brave soldier-boy,
Who lost his good right arm;
Dear Ara's a physician now
Since leaving the old farm.

Sophia's eyes seem very wise,—
She is our eldest girl;
Our Emma, she in industry,
And Margaret, a pearl.

Our darling Albert's nobly bright,
Young Abigail's my joy;
Mayn't God forbid, I'd hug the "Kid"—
Sweet Giles, our baby-boy!

My four-score years have fully passed,—
'Twould both our old hearts cheer
To welcome all our children home
For Christmas and New-Year.

Then I'd put on my Sunday clothes,
They've stood some wear and tear;
But all folks know that I'm not one
They'd call a millionaire.

I cleared and sowed, and reaped and hoed,—
Used different kinds of plows;
I raised good grain and cropped the hay
Which kept a dozen cows.

You churned, then spun and wove the cloth;
And heckled out the flax;
Dear wife, a help-meet you have been
While clothing all our backs.

But that was 'way-back long ago
In days when the "Old Pike"
Was crowded with humanity
With coaches and such like.

They tho't it best to go out West,
God's blessing crown each head;
I'd laugh and cry for joy to see
Them at the old homestead.

Tears dim my eyes while memories
Are passing like the stars;
I'll take my cane and stroll again
Down by the pasture bars.

THE FIRST STEP.

BY JEANNETTE SWING.

ILLUSTRATED BY THE AUTHOR.

"You know that women folks are given to tantrums," and Mr. Grey chuckled; "you know your mother has 'em. You know you missed the minstrels last week on account of that trick with the salt-cellars. I won't vouch for how your sister will take any nonsense. Women folks are all very much alike, and Christmas is near, boys."

"Well, it will all be over before Christmas," said Tom.

"And we've got to make up for missing the minstrels last week," added Robert, "so you won't tell on us, pop?"

Then the head of the Grey family chuckled again, and his sons knew that their conspiracy was confided in safety.

They followed their father out to the gate, dilating on their plan. It was so nice to have a father who took an interest in their pranks, and who sometimes even helped them.

Fatherly dignity sat heavily upon Mr. Grey; and when he felt in duty bound to say a cautionary word to these twin sons of his, it was usually formulated in the wise statement that "women folks were given to tantrums," and they had better watch out for their mother.

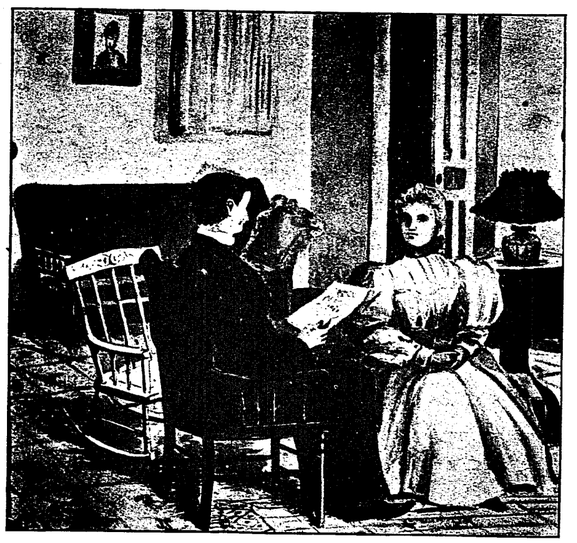
So on this morning they were not hindered by any parental command, and when their father had taken the car for the city office, his sons made their way up the back stairs, and cautiously approached the room given up to the sacred occupancy of Madeline Grey. They both tried to peep through the key-hole at the same time, which set them to giggling

"She's not there," finally came in a stage whisper from Tom.

"I told you she went down town early this morning," said Rob.

"No, you never," replied his brother, good naturedly. And this point being left unargued, they invaded the room.

It was not a bed chamber, but the



"In imagination, she saw him reading her epistle to some other woman."

literary study of a lady writer, for Madeline Grey affected to write for the magazines and papers, and had a room set apart for that purpose, where heaven's first law was painfully discarded.

The boys looked around and sniffed at things contemptuously.

"The Superiority of Women," read Tom, from the first page of a manuscript tied together with blue ribbon. "I wonder if that's a story, and how it ends. I bet it is poky. I wonder why Madeline don't write Indian stories that a fellow'd care to read."

"Well, come on," said Robert, "we haven't time to read stories now, any how, even if she could write 'em. She'll get back before we are done, if you don't help."

And then, with incessant giggling, such as children some times carry on, they accomplished their purpose, and retreated just in time to escape being caught by their returning sister.

Madeline came up to her study, bringing with her a person who was her particular friend and chum. They had just come from a morning meeting of the Woman's Suffrage Club, and were feeling particularly downtrodden. Female grievances had been hotly discussed that morning.

"It is a pitiful shame," said the prettier one; for of two women one is always the prettier, "that we can not have perfect liberty in that as well as in everything. Of course I want suffrage, but reform must not stop there. We want liberty in all things. It is a burning outrage, Madeline, the way we women are restricted. Why, if a man loves a woman, he has a right to tell her so; to show it to the whole world, and is considered more manly for doing so. On the other hand, if a woman loves a man, she must act the hypocrite; must pretend that she does not; but assume an indifference; must deny it, and be ashamed of it, even though her heart should break. It is absurd and wicked."

"But it is the way one must do," said Madeline, with a sigh.

"If I were not engaged I would propose to some one this very day, to start the reform. Indeed I would, and let the whole world know it, too," said Carrie.

"Would you, really?" asked Madeline, admiringly.

"Yes, I would. It would be a noble deed, and others would not then be afraid to follow; and it would soon become customary. Say, Madeline, you are not engaged, you know you are not."

"I am not," said Madeline.

"And you are in love, too; I have guessed that long ago. Of course you are hiding it from him and everybody, as though it were something to be ashamed of. You have never even told me all about it. It is just as Mrs. Morgan said in her lecture last week, many a poor heart is hungering in secret, too timid to brave the world's opinion. Madeline, you have been timid. You never would show a man that you loved him, now, would you"

"I'd rather not," said Madeline, demurely.

"Of course not," and Carrie stood up in her excitement; "you are a fair sample of woman in bondage. It is freedom of thought and speech that we want, more than freedom of action. It is all very well to call us 'queens of the home,' and talk of woman's great and noble sphere; but in reality we are treated like puny infants, like puppets, like—— But there, Madeline, you know my views on the subject. I said my say at the meeting this morning. Now, my dear, I am interested in your individuality. Come, be confidential, and tell me all about it. Maybe I can help you to bring about your own happiness; besides, doing something glorious for your sex. Some one must take the first step, you know."

A confidential talk followed, and it was rather hard for Madeline to lay open her heart at first, but Carrie was very much in earnest, and very persuasive. So Madeline confessed to things that would have rent the hearts of the Suffrage Club, and made them rise up in body to sanction the course Madeline must take, and place a hero's crown upon her devoted head.

She had been greatly admired and courted by a certain gentleman. She loved him devotedly, and believed that he returned her affection. They had had a foolish quarrel and separated. A whole year had passed. Madeline had been too reserved to make any advances, although she knew that she had been in the wrong more than he. It had been about the theater. He had wanted to take her to see "Cleopatra," and she had not thought it quite proper to go.

"I was such a little prude then, Carrie," said Madeline, "and I would not overlook his insisting on my going to see that play. Oh, how I have changed and broadened since then. No wonder he——gave me up," and she tried to hide her fast falling tears.

"You poor child; how you have suffered. I can not scold you, but you have been very foolish. You should have told him afterward that you had changed, and it is not too late now."

"Oh, I never could take the first step," declared Madeline.

"Indeed; it will be wrong if you do not, because there are two sides to this matter. Think of how unhappy you have made him."

"I hope he has not been as miserable as I have been."

"Of course he has. Your duty is plain, Madeline. He is living in lonely solitude, because he was disappointed in you, and believed you indifferent. You are lonely and unhappy, because you are afraid to tell him that you have changed, and are not indifferent. Can anything be more idiotic? Why should you not both be happy? You love him and he loves you. You are wronging him and yourself. You are ruining the lives of two people because you will not act upon the principle that you have a right, a legal right, a divine right, a social right, a ——every other kind of right, to do or say anything a man has a right to do or say. Now, if he come to you and explained, you would think it proper enough. So will it be just as proper for you to go to him and explain."

"Oh, I could never go to him."

"Then you can write. And you must write, my dear, this very day," said Carrie, positively. "I shall not leave you until you promise."

"Oh, I couldn't," said Madeline. But she did.

The letter had been written and given to Tom to mail. It had been the work of several hours. Madeline always prided herself upon her literary style, and this was a sample of her best. Though "wed to literature," she, like other women, sometimes felt a longing for a pair of mustached lips, a strong hand clasp, and the odor of cigars.

So she wrote the letter impulsively, and in a spell of inspiration, under the strong influence of her friend's bombastic arguments. Afterwards, came the time of cool reflection, and then the reaction—terrible and quick.

What would Richard think? What would he do? What were the plaudits of the Club compared to his contempt? And maybe he would feel contempt for her. Maybe he had placed his affections on some one else. In imagination she saw him reading her epistle to some other woman. She imagined herself an object of ridicule, of scorn; a poor, pitiful, love-sick maiden, who had thrown herself at the feet of the man who had slighted her.

It had seemed such a grand thing to take this first step towards the emancipation of her sex. But if it had not been such a personal matter. She ended by hating Carrie, the Suffrage Club and everybody, and refused to go down to tea.

While Madeline was lamenting her martyrdom her twin brothers were lamenting something else. They both kept saying, "We'd better tell Madeline," and then Tom would advise Rob to tell, and Rob would insist on leaving the pleasant task to Tom, and Pop actually refused to help them out of their dilemma, but laughed at them most provokingly, and remarked that Christmas was only three days off, and "women had tantrums."

The twins' uneasy consciences brought them in a prowling manner up to the door of Madeline's sanctum. They paused near the door, which was ajar, and heard suppressed sobbing inside. Deciding that she must have the tooth-ache, since nothing else much made women cry, they went in and awkwardly offered to do something for her.

"Oh," said Madeline, dismally. "I haven't got the tooth-ache. I wish I had. I wish I were dead, or anything. Oh, Tom, are you sure you mailed that letter I gave you?"

"Yes; but——"

"Oh, if you only hadn't. Are you sure? Look in all your pockets. I do hope you forgot it this time."

So Madeline did not want the letter to go. That was glorious; for their confession came easily enough, now.

"Didn't you want it to go? Then don't you worry none, Maddy; for we filled your ink-stand with fading ink."

"And it's every bit faded out white as a sheet by this time," put in Rob, with a grin.

"Oh, you blessed boys. If you ever do such a thing again I'll——I'll have to tell father; but this time it's all right."

She gave them a dime to buy chocolate drops with, and began to think that life was not quite ended for her. The burning words were blotted out of existence, and Richard would never know what a fool she had been.

Madeline, a little later, felt the need of a little walk in the fresh, cool air, and went on an errand a few squares away. Returning, she began to think of her promise to Carrie, and how it was now broken. She began also to think of Richard, and the old longing became very pitiful. She wished for him in her inmost heart, unwomanly or not. The whole episode had set her to thinking of what she had often assured herself was buried.

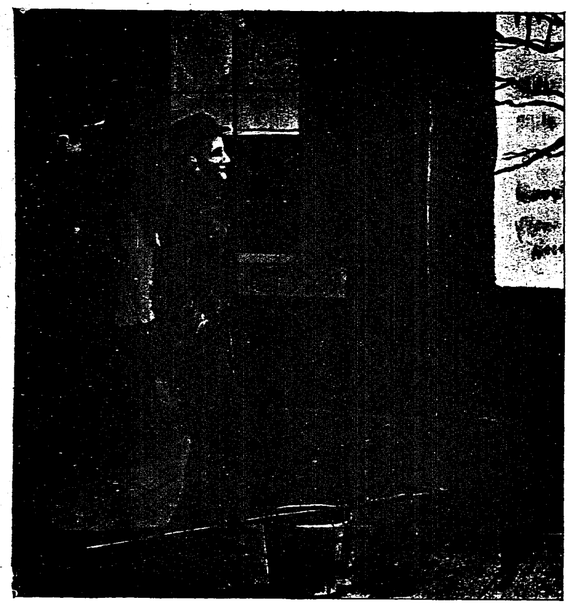
As she walked on in the cold evening air, she passed a bill poster who had just put up some bills, advertising the production of "Cleopatra," and was stopping to warm his cold hands in his pockets for a few moments. Why was it that everybody could be so happy, and she so miserable.

Only a year ago she had been happy. Now "Cleopatra" was to be played again, and how gladly would she go to see it if Richard only were to ask her.

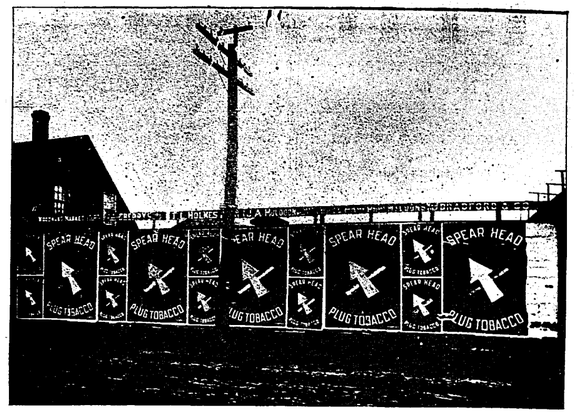
As she walked on a new idea came into her mind. She would write him a simple note, letting him know that she would like to renew their old friendship. The letter was to be proper, and not to overstep the line of womanly reserve. It would be an advance, but only a slight one. It would not humiliate her, and it would be keeping her promise to Carrie.

So she purchased a new bottle of ink, and on reaching home wrote the letter.

Twice the sun rose and set after this day of incidents. Madeline was sitting in her study, not particularly comfortable in her mind, for she had heard nothing from Richard. She frowned a little when the twins made known their presence near the door by a lot of giggling.



She passed a billposter.—His face was bright and cheerful.



EASTPORT, ME.

One of J. A. Mudocn's good ones.

"We want to tell you something, Maddy," said Tom, at last; and they both came in.

"What is it?" she asked.

"It's a rich joke on us. Pop said it was. Why our fading ink didn't fade worth a cent. We forgot to put in some kind of an acid, and Pop said it made lots of difference. I don't think it ought to, for we mixed up a lot of stuff, and put in ever so many things."

"But we forgot something called a 'necessary ingredient,' and Pop just gave me a dime to get some with," added Robert.

"It did not fade!" gasped Madeline. It did not FADE! Oh! Oh!"

And the twins crept away, frightened at the awful look on her face.

"And tomorrow is Christmas," whispered Tom. "My, but she's mad."

Madeline was simply crushed. She sat there stonily looking at the wall before her. She felt as though she never would care to go out of her room again, or face anybody. She felt as though she did not care for anything on earth. A despair, born of humiliation, was upon her, and how long she sat here she did not realize. Presently the servant came, tapping at the door, and told her that some one wished to see her.

She went down stairs mechanically, and into the parlor. There stood Richard, looking gravely and longingly at her.

"Madeline, I have come back," he said, extending his hand, and she put her own into it, bewildered. "Is there any chance—any hope of our renewing the old friendship? I do nothing but think of you; and oh, Madeline—" Then he paused.

"Did you get my—letters?" she gasped, faintly.

"No. You had written to me? Then you have not forgotten me? No, I have not heard from you, Madeline. Was the letter kind? Did you want me to come? You see, I have changed my address, so my mail is delayed sometimes."

Well, they made up. Before he departed, Madeline had promised (among other things) to go to see "Cleopatra" the next night, and he had promised to return her letters to her unopened.

When, a little later, Carrie was privileged to offer congratulations, she said, triumphantly:

"You see, Madeline, what comes of being independent and insisting on having your rights. Now, are you not glad that you took my advice? I shall always feel that I am to be blessed for what I have done for you, and it makes me happy to see you so happy, and to know my own share in it."

Madeline laughed, and wondered whether she ought to tell her friend the truth.

Monk's Mismanagement.

The Peoria Hustler Makes A Bad Break.

A big surprise was the news that Isaac M. Monk, of Peoria, Ill., had been caught charleying. At first it seemed almost past belief, but we are loath to say that it seems to be fully confirmed. The following clipping from the Peoria Journal of Nov. 11 tells the story:

"There was a representative of the Dr. Miles Medical Company, of Elkhart, Ind., in Peoria yesterday, and his business here was to investigate a matter which involves a charge of fraud against Isaac M. Monk, who is well known in connection with bill posting and advertising work here and in several other cities. The specifications against Monk are far from trifling, and if found to be true he is exceedingly liable to find himself in uncomfortably close quarters. The circumstances, plainly stated, are about as follows:

"Few people have any adequate conception of the vast amount of money expended in road, but no one thinks of the cost of making a distribution of the kind in several large States at once. Isaac M. Monk was interested in this kind of business, and the Dr. Miles Company entered into a contract with him for the proper and effective distribution of its printed matter in Peoria. That company does a large amount of business, and has local contracts of the kind in something like 4,000 cities and towns throughout the United States.

"It appears that the Dr. Miles contract here was entered into by Monk, who agreed to give the work his personal supervision, and see that the distribution was effectively made. When completed, it was agreed that he should send in a voucher and collect pay for the job. He was furnished the necessary blank voucher, and a shipment of about 14,000 pieces of printed matter was sent by the Dr. Miles Company to be distributed in Peoria. This was about a month or two ago. It is now alleged that Monk filled out the voucher in due course, and certified that the distribution was commenced and completed on certain specified dates, the entire work being completed on Nov. 5, according to contract, and in an entirely satisfactory and business-like way. But there was reason to regard this voucher as in some sort misleading as to the main facts in the case. The Dr. Miles Medical Company was advised that the distribution had not only not been properly made, but that it was questionable if it had been made at all. This naturally led to an investigation, and on yesterday a representative of the company came to the city, and among other little matters discovered the entire consignment of 14,000 pieces stored in a warehouse.

"It now seems that Monk can not be found here. He was in the city a few days ago, but has gone again. He has for some time been alternating between Peoria and Terre Haute, Ind., and by way of recreation tore himself away from his distribution labors long enough last summer to make a trip to Europe in the interests of a bill posting organization. If found here, he is, of course, liable to arrest, but he is not in Peoria, and probably not in the State of Illinois."

We wrote Monk immediately upon receipt of the news, but have not heard from him at this writing. The trouble probably lies in the fact that he has too many irons in the fire. He has a business in Peoria and manages a theatre in Terre Haute. Latterly, too, he has had a small show on the road, which has engaged considerable of his attention.

We have no doubt that he fully intended to carry out the provisions of the contract, and doubtless left minute instructions to that effect with his employes, but the matter was overlooked.

HOPE.

The bright days—they are coming, no matter
what they say;
Beneath the snows of winter, dream the violets of May.
And some time in the future, in the golden
years to be,
There'll be blossoms in the desert, and they'll
bloom for thee and me.

The bright days—yes, they're coming; there's
a twinkling of their light
Through the storm that hides the sunshine,
hides the starry brow of night;
And some time, when the winds have swept
the sombre clouds away,
The sun will shine resplendent, and joy will
claim the day.

Our bright days—they are coming, never
doubt it—never fear,
There's a whisper of their music that betokens they are near;
And when they come, remember, when the
retrospect you view,
There were angels in the shadows who kissed
their hands to you.

A. A. CASWELL.

A. A. Caswell, author of the above poem, is the city bill poster of Pasadena, Cal. He is also a sign writer and distributor.

CHAS. T. GILLAND.

City Billposter and General Out-Door Display Advertiser, Roanoke, Iowa.

A NARRATIVE BY OTTIS J. PRUITT

[Written expressly for The Billboard.]

Sitting musing, after reading the entire contents of "The Billboard," even the ads., I count the days until the sheet will again be before me in another volume. Feeling strangely reluctant, I am impressed by a thought,—"Have you ever done anything for the good cause?" No! To give my experience as a bill poster would wound my pride and grieve the readers. So to fully show my appreciation to brother bill posters, in their donation of articles, benefiting to the work, I will relate a story. One is never so truthful as when forgetful of self, and I figure very conspicuously in this narrative. All the other characters used actually exist, but not wishing to humiliate them and abuse a privilege I use assumed names.

I had occasion two years ago to make a trip into Missouri on business. I packed my grip upon short notice, rushed to the station in time to catch the morning train. After being comfortably seated, I procured a paper from the newsboy, and began reading. An hour passed. At each station passengers got on, until every seat was taken. A tall, genteel, smart-looking young man asked to share my seat.

I put my grip under the seat and said: "Certainly," continuing reading.

My chaser of the seat took out a package of letters. I saw one addressed to C. T. Gilland, Roanoke, Iowa. After satisfying himself that the right letters were in their respective envelopes, sealed, stamps upon them, returned them to his pocket. I folded up my paper preparatory to conversation.

"Are you going far?" I asked.

"About fifty miles. I have a number of letters to mail; believe I'll run ahead to the mail car and deposit them."

The new stopped at a station, and my friend left the car.

He had two large telescopes, with a well known brand of tobacco stamped on the outside, which he placed in position to hold his seat. I presumed that he traveled for the house that manufactured the famous brand of tobacco. The train started. My friend again took the seat, and said:

"You see, I like to be prompt in payment of my debts, or rather, the house's. Those letters were payment for some posting I had done. Our house is doing lots of advertising this year."

When I told him I was the bill poster in my town he said:

"I'll show you the neatest set of boards you ever saw down the road a piece. I was over this territory two weeks ago, and put out paper in every town; but this fellow Gilland down at Roanoke was the only fellow in fifteen towns that could give me a guarantee, thirty days with renewal. He's a hustler, and when you know him and see his work you will say so."

My curiosity was now thoroughly aroused. We talked about politics, the growing crops that we gazed upon as the train swept past field after field. The train stopped at Roanoke. My friend said:

"We wait here twenty minutes for dinner. Come on and I'll show you the boards I told you about."

We left the train. A half block away was a 48-sheet stand, entirely covered with the tobacco ad. A neater job I never saw. We walked down two or three blocks and saw more boards with "Quaker Oats," "Pepsin Gum," "Cocoa," "Comedy Company" upon them, all done with the same neatness as the first one. We now returned to the train.

I completed my business trip in Missouri. On my return trip I stopped at Roanoke. Having a hobby for printer's ink, and unable to say what charms a printing office holds for me, I called at the Sentinel office. The editor with a business air, and glancing at a sign on the wall, "This is my busy day," came forward. I introduced myself. When I had told him my profession, he said:

"Well, I'll have to tell you a bit of history of our bill poster here. Several years ago when I came to this place and bought this plant, old man Gilland came to me and wanted me to take his boy in and learn him the trade. I was in need of an apprentice, and consented. He began work; could not tell an em quad from a shootin' stick; nor I couldn't learn him anything. I let him go. Next he went to work in a lumber yard; then tried the blacksmith trade; then he secured a position in Stewart's grocery, but failing to meet with all Stewart's ideas of a clerk, lost his job. Next he tried the farmer. Finally, a circus came to town, and he went away with it. He was gone about two years, and suddenly returned one day, wearing good clothes, and having a considerable amount of money. He got an attorney to draw up an ordinance, licensing a bill poster, paid me for its publication; erected the boards you see around town, and began business right away. He has his boards full all the time; besides that, he is a first class paper hanger. They say he is making good money. There he comes now for some 'dates' for that show next week."

A tall, manly fellow stood before me. The editor introduced us. We talked a long time about our business. He gave me pointers about forms that were advertising the most extensively, while he waited for the dates being printed on an old-time Washington hand press. He got the dates, and invited me to dinner with him. Said I was his special guest, and no excuse I could offer would suffice to release me.

"DAD" MILLER, the Oldest Billposter in America.

A kind old lady, a gentlemanly old man, and two sisters were introduced when we had reached his home. We became fast friends. My stay in Roanoke lengthened to three days, and when I left I had his promise to pay me a visit. Two years passed. One day I received a card stating he would visit me in July, after doing the Trans-Mississippi Exposition at Omaha. True to his word he came. One night we were discussing the events that lead to our acquaintance, when our friend the tobacco drummer's name was mentioned. My friend said:

"There's the finest fellow I ever saw. Once, when I was with a circus years ago, we showed in a small town in Illinois. The canvas men failed to put up the seats substantially, and when they were thoroughly packed, gave way. Several people were hurt. It caused a panic. A little girl about twelve years of age was thrown against a gasoline lamp; her clothing took fire. I rushed up and smothered the flames with a piece of carpet used in the ring. Everybody made me out a hero. Her father insisted on me accepting a check for $500, which I used to start in business. Well, her brother is the tobacco drummer; that was her father that gave me the money; she's my best girl, and you can look for an invitation to our wedding soon."

"It is my opinion that some day the business will exceed that of Sam W. Hoke.

When the writer met him a few days ago he was in a reminiscent mood, and the following facts related by him will no doubt be interesting and helpful to the younger members of the profession.

"My memory is failing a little," said Dad, "but I would be glad to relate a few of my experiences to you. I first posted bills when I was twelve years old. My first work was with a man called Yankee Bowman. He was an actor at the Walnut Street Theatre, and attended to the bill posting and distributing when not engaged at rehearsals or acting. We had to put out bills every day, as the programme was changed nightly. We posted about 100 bills each day and distributed about the same number in taverns. There were no "fakes" given out in those days, as the theatre bill was considered an item of news. If we ever wanted to get liquor from one of the taverns, all we had to do was to miss leaving the bills one day. Upon our appearance the next day we would be treated royally, for the proprietors of the taverns could not afford to get along without the theatre announcements. At that time we posted bills in a peculiar manner. The paste we carried in a small tin bucket, which was attached to the waist by a strap. We used an ordinary dust brush to apply the paste to the bills, and after we put them on the walls we smoothed them out and made them adhere closely by a large pad which we carried. With this pad we carefully rubbed out all bubbles and wrinkles, using as much care as a paper-hanger does at the present time. The bills we used at that time were very small, being about as large as a one-eighth sheet. After this, the steam-boat companies began to advertise, and they used a little larger bill. When Barnum opened his Chinese Museum in this city the size of the bills increased. By this time I had a plant of my own, and was making money."

The first pictorial bills I remember seeing were used by several dancers, who were giving prize competitions at one of our theatres. They had small cuts made, which they used on one-sheet posters. When Welch opened his circus here they had a one-sheet pictorial, made, which they used in the centre of the three-sheets they put out. These created quite a sensation. One of the biggest contracts I ever undertook was when Dr. Helmbold was advertising a patent medicine called "Buchu." He paid me $500 to cover every theatrical poster in the city one night. Though it was exceedingly difficult to get men to work at bill posting, I succeeded in having every bill in the city covered with the advertisement of "Buchu." Col. Sinn was then the manager of the Chestnut Street Theatre, Mrs. Drew of the Arch, and a Mr. Hemphill the manager of the Walnut. They held an indignation meeting the next morning, and offered a reward for the arrest and conviction of the people who did the work, but they never succeeded in finding out who was responsible for it.

During my early experience in business no one ever thought of wasting paper. Any new paper which we could not post we could sell for seven cents a pound, and even the refuse paper that we scraped from the walls we could get two cents a pound for. I continued in business until 1874, when Mosley, from Washington, came here to open a bill posting plant. I sold out to him, and continued with him for three years, when I went with Wm. H. Nagle, who died last month. When Nagle sold out to the American Bill Posting Company, Sanford H. Robinson said I had to go with the plant, and here I am. I guess I'll stay here until I'm called to that place where you will never hear the tall stories of the circus advance agent. I hope so anyway, for I am perfectly contented and happy."

"Dad" is without doubt one of the youngest old men in the United States, and though his duties at the present time do not call for any outside work, he can still use a brush with as much skill as a twenty-year-old. He is better acquainted with the history of bill posting than any other man living, and any one who desires to while away a few hours can find no more interesting person to converse with than "Dad" Miller, the oldest bill poster in the world."

The Oldest Billposter in the World.

A Short Chat With a Veteran Who Is Still in Harness.

Louis Miller, of Philadelphia, who is generally called "Dad" by his friends and acquaintances, can no doubt lay claim to the title of "the oldest bill poster in the world." He was born March 1, 1821, and has been actively engaged in business since he was twelve years of age. He is still hale and hearty, able to eat three meals a day, and take spiritual nourishment as often as he is asked. Mr. Miller has seen bill posting develop from a puny industry into a business where millions of dollars are invested. At present he is the superintendent of the stockroom at the American Bill Posting Company's plant in Philadelphia, and despite his age is to be found at his post every day. With sufficient of this world's goods to make his declining years comfortable, with a berth that is pleasant and which gives him a chance to meet many of his old friends, "Dad" Miller is the happiest man in America.

Paste Machinery.

Judging by the number of sales of machines for making paste which are recently reported by Messrs. J. H. Day & Co., of Cincinnati, O., it would seem that bill posters are waking up to the fact that there is money to be made by an investigation of the subject of paste-making machines. We understand from Messrs. Day & Co., that their customers contemplate making paste not only for their own use, but also to sell to others, and we believe if bill posters generally only realized how much they could save by making their own paste, and also what profits can be made by supplying others, there would be few but the very smallest concerns who would be willing to do without a paste-making machine.

No bill poster will be the loser by turning to the advertisement of Day & Co. in another column. Their machine will pay for itself in a short time, and the sums of paste sold to other local firms in various lines of business will, to say the very least, wipe out an item which has always been a fixed expense, and a serious handicap to the majority of bill posters.

John Moore, the famous globe-trotting poster salesman, was a "Billboard" caller Nov. 3. He came loaded with enthusiasm and opals, and left burdened with samples and claret and seltzer. There is a persuasive plausibility and a convincing cordiality about Mr. Moore that is simply irresistible.

His seasen since his return from Australia has been excellent. Moore indignantly denies that he is a member of the "con" club, and furthermore solemnly avers that he never resorts to hypnotism on the road. He impresses one as singularly open, frank and truthful. His candor and sincerity are positively obtrusive.

He will tell you, for instance, that Jim Curran is confiding, unsophisticated, easily taken advantage of, and a ready prey to unscrupulous agents. And he will make it go, too. Anyone that can do that can sell blue sky, to say nothing of posters.

Mr. Moore has a high opinion of C. B. Hood, and a terse, forcible and vigorous way of voicing it.

He announces his intention of visiting South Africa in the spring, and this time intends to keep right on around the world. He will be accompanied by his wife and en route will visit India, Ceylon, Penang, the Straits Settlements, Australia, New Zealand and Honolulu. At the latter point he will canvass the advisability of instituting a bill posting plant of his own.

In appearance, Mr. Moore is rather above the medium height, but well built. He dresses well, without wearing a cane. He is active, and yet gracefully easy in manner, and a ready talker.

The impression uppermost in one's mind after a visit from Moore is a suspicion that he was not born yesterday.

W. Scott, Secretary of the Santal Pepsin Company, of Bellefontaine, O., has ordered a sixteen-sheet, and will deal directly with bill posters in Ohio, Indiana, Western Pennsylvania and Kentucky.

AND SUCH IS LIFE.

Both honest and sober, right willing and strong;
He'd faithfully labored the whole seasen long,
In the heat and the cold; for it's hustle, you know,
When you're swinging a brush for "the only great show."

Long nights he had journeyed, long days he had worked,
Ne'er wasted a programme, and not a daub shirked;
On barns and on bill boards, for thousands of miles,
He had hung up to view the most gorgeous of wiles.

But, alas! with the circus, as some other things,
The hardest work seldom the biggest pay brings,
So when Dan was paid off and started for home,
Though big bills he'd handled, he'd none of his own.

That's why on the week before Christmas, in haste,
He was doing the town with a bucket of paste,
And one-sheets, announcing that Grab-em-all's firm
Had socksful of Santa Claus' bargains to burn.

The blast was as cold as a Polar bear's nose;
The sleet made a sieve of poor Dan's shabby clothes.
His limbs were so stiff that he scarcely could crawl,
And, Oh! how he ached for a four-finger ball.

He shivered and mumbled, "I hain't been so dry
Since that long country route on the Fourth of July"—
Just then something blew in from over the street,
And like a dove settled on Dan's frozen feet.

He stooped down and grabbed it, it gave him a thrill!
To his benumbed fingers it felt like a bill—
It might be a "tenner" or a "century;"
He made for a lamp-post the better to see.

As soon as his eyes from the sleet he could clear,
He scanned it, and here follows what did appear:
"Come, join heart and soul in the cold-water fight;
Hear Mossbucket's temperance lecture to-night." —CHARLES STOW.

The Clown's Christmas Time.

Satan and Santa Claus at Shreveport—How a Good Deed Saved Dan Rice from Death.

Dan Rice, the famous circus clown and manager, who at the age of 76 is living in retirement at Long Branch, New Jersey, was accounted by his confreres the bravest man in a calling to which cowardice is an almost unknown quantity. It is claimed for him—and his record would seem to justify the contention—that he never felt the slightest sensation of fear, and the additional fact that he is a sincere fatalist may serve to further explain his imperturble self-possession, coolness and sometimes seemingly insane hardihood, on occasions of murderous assault and in moments of imminent peril. Odd and contradictory as it may at first appear, the near coming of the anniversary season of "peace on earth, good will to man," through contradictory association, recalls an unpublished but authentic incident in the great clown's sensational career, creditable alike to his patriotism and pluck, and tragically stirring and romantic, beyond the latitude allowed to fiction. The facts as sketched within the limitations here permitted were not gleaned from Dan himself, and until he sees them spread upon the broad pages of the Holiday number of "The Billboard" he will be entirely ignorant of their publication. Being "the bravest of the brave," he could not play the braggart; has never referred to the incident in question, the outlines of which have been furnished by an employe, who was with him at the time. With which opening overture we will now proceed to the "hurricane" performance in the blood-soaked Southern arena.

During the fall succeeding the close of hostilities in the war of the Rebellion, Dan Rice organized a steamboat circus, and set out via the Mississippi River to make a winter river tour of the South. As he was earnestly warned, the unsettled condition and temper of that section made the venture a most hazardous and dangerous one, but to all advice and remonstrance Dan's reply was: "I'm popular in the South; there's big money for me there; I need it, and I'm going to get it." It is by no means certain that the result would not have justified Dan's judgment and nerve, but for the dastardly mendacity of a rival showman, who had been his pupil, and who preceded him with a small show, scattering broadcast the falsehood that he organized and commanded a negro regiment during the war. Nothing could have been better calculated to unreasonably and murderously influence Southern enmity, and the dragon's teeth thus sown brought forth an ample crop of dangers and difficulties for Dan to harvest as soon as he crossed Dixie's line. That he was not assassinated seemed a miraculous confirmation of the assertion that the bullet never was moulded that would find a mark in him. For example, while he was taking tickets at the door of his show in Grenada, Miss., a drunken loafer fired at him, point blank, with a big revolver, the ball passing through his coat. Dan never turned so much as a hair, and cooly remarked: "Oh, put that up; we're used to that sort of thing here. Tickets! Tickets!" "By G——d, Rice, you're too brave a man to kill," replied his assailant, and then he lurched off, gun in hand. And so it went from day to day, the trouble increasing, and Dan indomitably facing it with his square jaw but the more firmly set.

No. 1—Exterior View of The American Billposting Co's New Home.

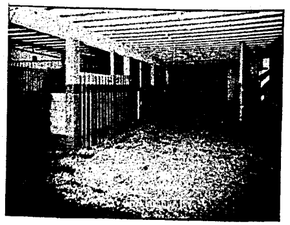
No. 3—Pasting and Matching Room.

At length, and during Christmas week, Dan's big "grasshopper," with flags flying and band booming, steamed up to the levee at Shreveport, on the Red River. The news of his coming had preceded him, and an enormous crowd had gathered at the water front to meet him. That the majority was more than unfriendly was evidenced by the storm of execrations hurled at him, and to which he seemingly paid no more attention than though they had been snow-flakes. Some of the more conservative begged him not to risk death and the destruction of his show by attempting to land. He calmly replied: "This is a free country; I have wronged no man in it; I have paid for a license to show here, and I will either land here and show or die in the attempt." And land he did.

In order that the situation may be better understood, it should be incidentally remarked that at that time Shreveport was probably the most God-forsaken and lawless hole on the face of the civilized earth. Law and order were temporarily overwhelmed in a tidal wave of the vilest human scenes, made up of bushwhackers, camp followers, blacklegs, thieves, thugs and outlaws. Life was not worth a picayune's purchase; murder apparently a pastime, and a corpse lying stark and stiff in the early morning light too common a street spectacle to attract more than passing notice.

The extraordinary courage which dared to confront and defy such conditions seemed to temporarily overawe the mob, and it subscribed to the Grenada ruffian's dictum, to the extent at least of refraining from any acts of violence while the show was being unloaded and the tents put up. But as the hour for the afternoon performance approached, the gathering storm became so black and threatening, that Rice's company, almost to a man, weakened and left the show grounds. Dan was compelled to act as his own ticket seller, and when he entered the ring unattended he was confronted and encircled by such an audience as hell itself could scarcely duplicate. Scores of his patrons were amusing themselves by shooting through the tent's top, and pandemonium reigned in all the lustiness of bad blood and worse whisky. During a momentary lull some one shouted a demand that the stars and stripes which floated from the center pole be hauled down, and a roar of approval followed. Commanding silence with an imperious gesture, Rice launched forth into the most extraordinary speech that was ever heard in any arena; of a character so fearless, defiant and scourging that his audience was paralyzed into silence. As he raised himself to his full height and struck his breast with his hands, his wonderfully powerful and sonorous voice thundered: "Shoot! You are a set of d—d cowards, who dare not shoot anybody. Who are you, who would force me to hand down my country's flag in dishonor? I respect the gallant men who, taking their lives in their hands, faced that flag in defense of what they believed to be a noble principle. Where were you then? Skulking at home, like the dastardly bushwhackers you are, robbing, ravishing and rioting. I say to you again, standing here unarmed and alone, under the fold of Old Glory, that you are a lot of cowards, and I defy you to murder me." Amid the death-like silence which succeeded this magnificent and tremendous outburst, Rice deliberately and proudly walked to the dressing tent curtain; and disappeared. Not a shot was fired, not a whoop indulged in. The dumbfounded mob had met its master, and sullenly admitted it by filling out in silence.

No. 4 - Paste Boiler and Mixer.



No. 6—The Stables.

The circus company was so demoralized that it was useless to attempt giving a night performance, and the multitude had nothing better to do than to congregate in the hotels and barrooms and discuss the unprecedented events of the day. In one saloon, while a post-valiant fellow was loudly asserting what he would have done had he been present at the afternoon anxious meeting, a man wearing a slouch hat, with his coat collar turned up, who had been silently leaning over the bar, suddenly straightened up, and fronting the bully sternly said: "Well, sir, I am Dan Rice." "The h—l you are!" exclaimed the surprised tough, as he reached for his pistol pocket. Then there was a blinding flash, a sharp report, and the would-be murderer dropped stone dead, shot straight through the heart. As the smoke lifted the startled bystanders looked into the muzzles of two leveled revolvers, from behind which came these words: "The first man that moves follows that one. If there's a single game man in this gang he'll agree with me that it is a low-down, dirty piece of business to convict and kill a brave man without giving him a chance to defend himself. I don't believe Dan Rice is guilty of the things he is charged with. Give him a show to clear himself. If he can't do it you can count me out of the game. Mr. Rice, you have the floor." At this invitation Dan jumped upon the counter, and so eloquently and convincingly did he plead from that elevated rostrum, that inside of ten minutes those who had been thirsting for his heart's blood were cheering him to the echo, and wound up by carrying him in triumph on their shoulders.

As soon as Dan could escape from those whose newborn kindness threatened to work worse results than their enmity, he invited his rescuer to accompany him to his boat. While tendering suitable hospitality there, Rice said: "Sir, you have undoubtedly saved my life, and I most gratefully appreciate the fact and acknowledge the debt; but at the same time I am greatly puzzled to understand why an entire stranger should take so serious a risk in my behalf."

"Perhaps you'll understand the game better, Mr. Rice," was the reply, "by recalling the fact that some ten years ago, in New Orleans, you befriended a sick and broke gambler; had him nursed through a bad attack of Yellow Jack, then took him on board your boat, and when you reached St. Louis liberally staked him for a fresh start. Well, sir, he was my only brother. Poor fellow; he's dead now; but he often charged me if I ever had a chance to do you a favor to do it in remembrance of him. You see, it just happened to come my way tonight. If you're willing to call it square I'm sure I am. Thank you; I don't care if I do chance another thimbleful—it's rather better stuff than we've got up on the hill."

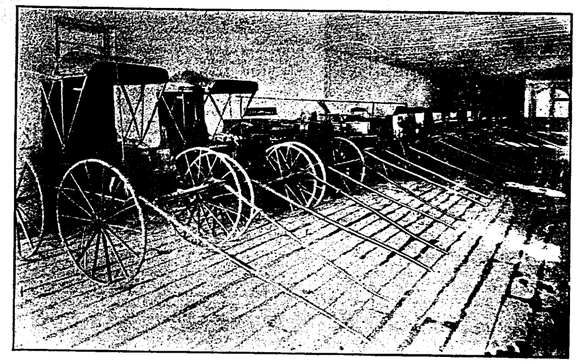
CHARLES STOW.

Leonard's Loss.

Geo. M. Leonard, the well-known bill poster of Grand Rapids, Mich., lost his handsome home on Nov. 9. It was burned to the ground, with its entire contents. The fire broke out at 7 p. m.

Mrs. Leonard, who was in Chicago, got home at 11 p. m. the same evening, and her grief was pitiful to see. All of her bric-a-brac and paintings, many of which were her own work, and many art treasures, priceless by reason of memories and associations, are gone forever.

The house was insured for $8,500, which will partially cover the severe loss.



No. 5—Interior of Wagon Sheds.

New York City.

Some of the New York City bill boards have a rather lean appearance just now, but this can not be said of Harry Munson's boards, which, somehow, always look as if just placed in apple pie order, especially for inspection. Munson is one of those excellent bill posters who would prefer having clean-looking bill boards rather than to grow rapidly rich. Among other paper on his boards the following is especially prominent: New York Times, Zonoso, Pettijohn's Breakfast Food, Heckler's Buckwheat, Gabler Pianos, Mount Vernon Rye Whiskey, Hunter Whiskey, Wheatlet, Franco American Soups, Seidenberg's Cigars, Ludwig Bauman's Furniture, Reckett's Blue, Pearline, etc., etc., etc.

L. E. La Tour has a big deal on with Robert Burns' Cigars, and is painting the town red with some of the most artistic adsigns New York has ever seen.

The busiest place in New York on Monday, October 31, was, undoubtedly, Sam W. Hoke's offices. The same thing might be said of the last day of most any month, as Hoke has a horror of allowing an o. k'd. bill to run into the next month. But October has been an especially busy month with Hoke, and as a result there were several hundred bill posters to be settled with. The bills ranged from two or three dollars up to $2,660, and the aggregate sum must have been enormous. Checks went to New York City to Austin, Tex.; to Portland, Me., and to Portland, Ore.; to Great Falls, Mont., and to Bangor, Me., and to nearly every important town between. Sam tells me that on the morning of November 1 not a bill from a bill poster remained unpaid, and he offered me a new Hawes hat if I could show otherwise.

The Paragon is the name of a new monthly in New York for which some advertising is being sent out.

AN IDEAL HOME

For a Big Billposting Plant.

The New Home of the American Billposting Company of Brooklyn, N. Y.

The handsome and commodious building at 894 Fulton Street, Brooklyn, was built especially for that mammoth concern, the American Bill Posting Company, and it is in truth an ideal structure. The officers, by reason of their long experience, knew exactly what they needed and required before they commenced building, and as a result the structure is perfect in appointments and a marvel of convenience.

The writer was shown through its various departments by the Secretary, Mr. Fay, and is enabled to give a fairly accurate description of the building with the aid of the accompanying cuts.

It must be seen, however, to be fully appreciated, and no bill poster visiting New York should miss the opportunity of visiting it.

The building, as will be seen from cut No. 1, is a handsome two-story structure with an entrance for the numerous wagons and inspection carriages used by the concern. To the right is the cashier's office, through which entrance is had by a handsome stairway to the palatial offices of the manager and directors, which occupy the entire front of the second floor. These offices are richly furnished. There is a profusion of fine roll-top desks, an imposing directors' table, and beautiful rugs and hangings.

Fine paintings, rare bric-a-brac, and articles of value ornament the walls and shelves, and the whole atmosphere of the place is one of elegance and refinement.

From the directors' room, a doorway leads into the bill room, picture in cut No. 2. Large and commodious it is, well lighted, and in every way in keeping with the rest of the premises. The pasting tables are admirably constructed and well placed, and the route bins are only two tiers high, which render them easy to get at. A hundred men could be worked in this room, without crowding, if need be. It is very large, as will be seen from cut No. 3, which is a view of the other end of it, and shows the Superintendent's office.

Cut No. 4 shows the paste boiler and mixer, the latter the very best make of the J. H. Day Manufacturing Company, of Cincinnati.

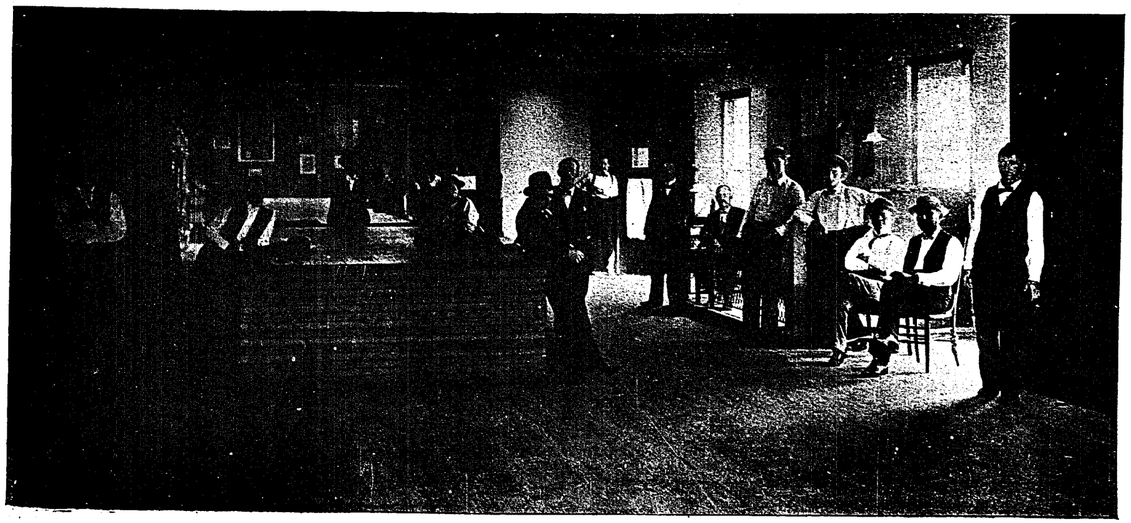
Downstairs, just beneath the bill room, is the wagon house. It is as big as an ordinary livery stable, but its capacity is taxed by the vehicles of the concern. They use twenty-one wagons and five inspection carts and buggies. A portion of this department is shown in cut No. 5, but it gives but a poor idea of its commodious size and roominess.

Downstairs, in the basement, are the stables, snug, warm and comfortable in winter and cool and well ventilated in summer.

We picture a portion of it in cut No. 6. There are stalls and accommodations for fifty head of horses, and they are all occupied, except three, at the present time.

The building, taken as a whole, could hardly be improved upon, and Messrs. Murphy, Link and Fay are entitled to much commendation for their enterprise and progressive spirit.

If every big plant was housed in magnificent quarters like these, it would lend a tone and importance to the business which would prove both beneficial and profitable.



No. 2 - INTERIOR OF MATCHING AND PASTING ROOM.

"The Billboard" wishes all of its friends among the bill posters of the country, a Merry Christmas and a Happy New Year; and on behalf of the craft in America, extends an cordial Christmas greeting to all the bill posters in foreign countries, many of whom will receive this number.

New York State Billposters' Association.

Regular Annual Meeting at the Bartholdi November 15.

The regular annual meeting this year should have been held Nov. 8, but as that date was election day, the President and Secretary realized that it would hardly be possible to secure a quorum, and hence directed that the meeting be postponed until Monday, Nov. 14. Quite a number of members gathered at the hotel on this date, but neither the President nor Secretary appeared until after the majority had dispersed. The following afternoon, however, they got together, and at 2:30 p. m. President Filbrick called the meeting to order.

The roll-call revealed the following members present: J. Ballard Carroll, Albany; E. A. Stahlbrodt, Rochester; Sam Pratt, New York; C. F. Filbrick, Buffalo; Bernard Link, Brooklyn; W. L. Mildrum, Yonkers; W. J. McAllister, Troy; McElroy Bros., Flushing.

There were also present, as spectators, J. F. O'Mealia, of Jersey City; Mr. Al. Bryan, of Toledo; L. H. Ramsey, of Lexington; J. A. Leahy, of Charleston, and F. C. Zehrung, of Lincoln.

The minutes of the preceding meeting were read and approved, and reports from the President, Secretary and Treasurer took the same course.

An application for the franchise at Newburgh, N. Y., was received from W. L. Mildrum, of Yonkers and Sing Sing. It was granted unanimously.

There was no unfinished business, and no new business, so these numbers in the order of business were passed.

Under the head of "Good of the Association," an informal discussion was held, in which the members participated generally.

The Staats Bill Posting Company, of Lockport, N. Y., was ordered to improve the appearance of its plant, as was also the Power City Bill Posting Company, of Niagara Falls.

The Secretary was instructed to request Mr. Wallace, of Oswego, to put in a plant at Watertown, N. Y., at his earliest convenience.

Mr. Carroll (who was present) was requested to put in a plant at Schenectady. It appeared that Mr. Castner wanted the town, but Mr. Carroll did not state positively that he would do so, although he promised to consider the matter.

The election of officers then took place, and resulted in the re-election of all of last year's officers, viz.:

C. F. Filbrick, President.
W. L. Mildrum, Vice-President.
E. A. Stahlbrodt, Secretary.
Bernard Link, Treasurer.

The Executive Committee was also re-elected.

Quite a discussion ensued over the time and place of the next semi-annual meeting, on account of its proximity to the date of the general meeting at Milwaukee. It was finally decided to hold it at Buffalo, N. Y., subject to the call of the President, after which the meeting adjourned.

Most of the members from out of town called upon Sam W. Hoke. His handsome new offices were much admired.

W. J. McAllister and C. F. Filbrick remained over until after the Executive Committee finished its deliberations.

Sanford Robbison, of Philadelphia, came over and visited with the boys. He stated that business in the Quaker City was excellent.

Geo. Castner was present on Monday, but when it became apparent that there would be no meeting on that day, he refused to remain over.

Castner was much wroth over the fact that Stahlbrodt had sent paper to Loving, his opposition at Newcastle. He exhibited a letter from Stahlbrodt, in which the latter acknowledged the charge, and assigned as a reason the fact that Loving owed the official organ a bill, and the only way to collect it was to send him the paper and deduct the amount from his bill for posting. It is perhaps needless to say that the explanation did not satisfy Mr. Castner.

George Castner promises to put a bill posting plant into Newburg, N. Y., in addition to his numerous other towns. Schenectady is another point that may be numbered as Castner's before the Executive Committee meets again, the Committee, to the contrary, notwithstanding.

Executive Committee Meeting

At the Bartholdi, New York, November 15.

Owing to the meeting of the New York State Association, it was after 4 p. m. before President O'Mealia could gather the members of the Executive Committee together and call the meeting to order.

There were present: J. F. O'Mealia, J. Ballard Carroll, E. A. Stahlbrodt, Sam Pratt, Al. Bryan, Edw. Donnelly.

Mr. O. J. Gude was absent, in Chicago, and Mr. R. C. Campbell could not attend on account of a rather heated correspondence. He was present, but declined to render the apology, but afterwards took the matter under consideration, and left for home promising to write Mr. Stahlbrodt (a committee of one appointed to adjust the affair) as soon as he reached a determination.

The bond presented by W. H. Donaldson was laid over until the next meeting of the committee, which will be held about the middle of January.

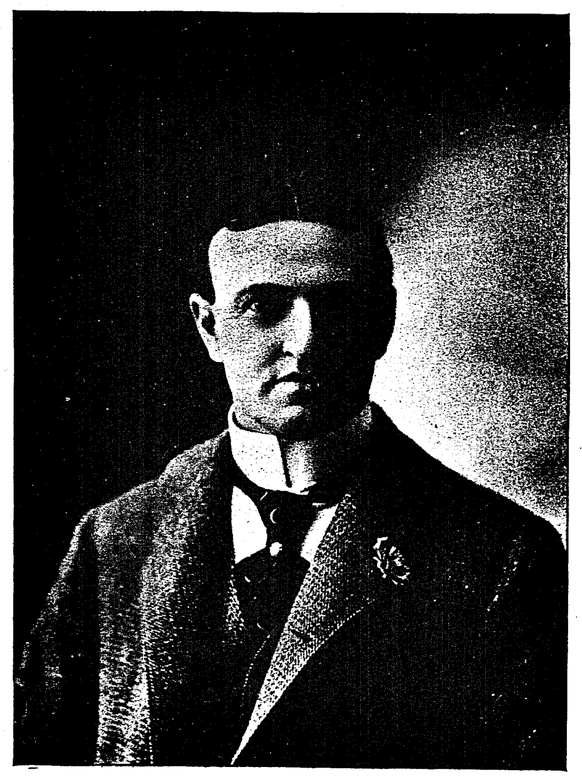
An application from the Smith Advertising Company, of Buffalo, to be appointed official solicitors was rejected, and a similar application from Jno. A. Rudolph, of the Courier Litho Co., Buffalo, was tabled.

The failure of Chas. B. Hood & Co., of Chicago, was formally announced, and his resignation as an official solicitor was read. In the absence of counsel, it was decided not to accept his resignation, but the Secretary was instructed to notify all members to send their accounts against Hood to President O'Mealia. A determined effort will be made to collect them. As soon as the claims are all in, the attorneys of the association will sue on them in a lump, and perhaps effect some settlement.

J. A. Leahy, a partner of Chas. Bernard in the plants at Savannah, Charleston, Brunswick and Port Royal, was a lobbyist.

Considerable dissatisfaction was manifest among the members that were shut out of the committee room. One of them said that there was no sense in the committee meeting behind closed doors. Another maintained that they had no right to consider any measures or transact any business that the members-at-large should not know of.

Arthur M. Plato, of Philadelphia, filed charges of gross discourtesy against Secretary Carroll. His communication was not considered, owing to the fact that he was not a member of the organization.



F. C. ZEHRUNG, Lincoln, Neb.

It was found, however, that Manager Kearney had been very derelict in the matter of forwarding lists, and the committee therefore found the defendant guilty of gross carelessness.

She was severely censured and reprimanded and furthermore was ordered to return all the Curtis Blue Label paper she had on hand to E. A. Stahlbrodt, to pay the freight charges both ways on same, and to pay for such paper as she could not account for. She was also ordered to make no charge whatever for such of the paper as she had posted, but on the contrary was to pay for it just the same as if it had been destroyed. In other words, Mr. Stahlbrodt refused to admit that any paper had been posted, and insisted that any part of the original shipment that Mrs. Mulvihill could not return should be paid for at the printers' prices.

It was generally conceded that while Stahlbrodt had driven a hard bargain, the committee could not do otherwise under the circumstances than sustain his demands, no matter how exacting.

There are certain laws of the association which must be obeyed. The Executive Committee must uphold them. That is what it is for. In Mrs. Mulvihill's case it could not act otherwise than as it did, and on this account its action will be commended.

Ward, the offending member at Newport News, was unceremoniously tossed up in the air and kicked out of the association before he came down.

L. H. Ramsay, of Lexington, Ky., was ordered to apologize to the President and Secretary for a passage of words, the outgrowth of a rather heated correspondence. He was present, but declined to render the apology, but afterwards took the matter under consideration, and left for home promising to write Mr. Stahlbrodt (a committee of one appointed to adjust the affair) as soon as he reached a determination.

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Ohio Billposters' Association

Will Meet at Toledo December 1.

There will be a special meeting of the Ohio State Bill Posters' Association, at Toledo, Thursday, Dec. 1. The meeting is called primarily to alter the constitution and by-laws in order to make them conform with the changes made by the national organization at Buffalo last July. Incidentally, some unimportant routine business will be transacted and five new members taken in.

The new form of application blanks will be formally adopted, and sundry resolutions

Chas. C. Hood & Co.

The Chicago Firm Makes an Assignment.

The firm of Chas. B. Hood & Co., official solicitors of the Associated Bill Posters of Chicago, Ill., made a voluntary assignment November 9. They catch bill posters all over the country for various amounts.

The concern originally consisted of Chas. B. Hood and R. C. Campbell, but the latter retired some two years ago. His retirement, it appears, was not generally known, and many billposters continued to grant credit to the concern under the impression that Campbell was still in it.

The Executive Committee of the Associated Bill Posters will investigate the failure on behalf of those of its members who are creditors.

In view of the rumors that are flying around regarding another official solicitor, the bond scheme is liable to be extended to all members of the association.

Rampant Exaggeration and Prevarication.

Hundreds and thousands of dollars are lost to bill posters every year by the extraordinary statements that are made by them and by contracting agents, regarding the "enormous" sums spent by this and that advertiser.

It is no unusual thing to hear it stated that Beeman's Gum is spending half a million dollars a year on bill posting; that the American Tobacco Company spends two and a half millions a year; that the George W. Childs Cigar is spending a quarter of a million dollars per month, and that the H. O. Company are expending not less than a thousand dollars a day.

Some advertisers who hear these extraordinary exaggerations, put faith in them, and feel that, because it is impossible for them to expend even one-half, or one-fourth the amounts credited to others, it would therefore be folly for them to start in the bill posting field.

All of this is well understood by the advertiser who is doing the posting, and he is perfectly willing that his expenditure should be widely exaggerated, as such reports tend to stop, for a time at least, his competitors from following in his footsteps.

But the bill poster has nothing to gain and everything to lose by allowing these foolish reports to go forth, as they simply tend to impress an advertiser with the fact that bill posting is too expensive to be within his reach; whereas the fact is that bill posting is the cheapest advertising in existence, and the fact should be widely made public.

Do not misunderstand us; we do not advocate that a bill poster shall tell every inquirer just exactly how much money each advertiser is paying for the publicity on his boards; but when an advertiser asks a question, he may be told that his own paper can be given a showing at such and such a figure. This is not violating any confidence, and is apt to secure a new customer for bill posting, whereas exaggeration of the amount other people are expending would drive him away.

National Secretary J. Ballard Carroll has requested the association for an expression of opinion regarding the position, real or assumed, now occupied by solicitors. This is the most serious question that will engage the attention of the members. Does the solicitor really work for the bill poster or the advertiser? If he works for the latter, why should the bill poster pay him, and why should he occupy a seat on the Executive Committee?

Philadelphia.

How the American Billposting Company Improved an Opportunity.

The Peace Jubilee in Philadelphia, on Oct. 25, 26, 27 and 28, proved to be the most successful affair of the kind ever held in this country. The City of Brotherly Love, when it takes up a project, always carries it to a successful termination, and the citizens made up their minds that this would be their crowning triumph. There was a Councilmanic appropriation of $50,000 and a subscription list of $64,000, and every penny of this was judiciously spent. It is estimated that the Jubilee attracted a half-million sightseers from out of town; all the hotels were crowded and the railroads were taxed to the utmost. The illuminations of the City Hall at night were wondrously beautiful. It is the tallest building in the world, its tower being 550 feet from the ground, and every portion of the structure was emblazoned with incandescent lights. Most of the public buildings and private residences were also illuminated each night. One entire city block was devoted to the Court of Honor. This was one of the most unique structures ever designed. Huge columns of white staff were planted at short distances from each other. Each one of them was inscribed with the name of a military or naval hero, and they were capped with electric lights. A triumphal arch, with a span of 120 feet, surmounted by heroic figures and gorgeously decorated with incandescent lights, occupied the centre of the Court, and every person that saw it went into ecstasies over it.

The first day of the Jubilee was devoted to a naval display. The second day was to have been devoted to a civic parade, but the weather prevented it. On the third day the grandest military procession ever given in this country took place; 25,000 military and naval heroes were reviewed by President McKinley, who said "it was the most magnificent sight he had ever witnessed." The last day of the Jubilee was devoted to a civic procession. Most of the business houses in the city were represented in line by gaily decorated floats. One of the most original displays in the line was that of the American Bill Posting Company, Limited. It was a float that had been designed by Sanford H. Robison, the manager of that company, and on account of its being a new departure in advertising, the accompanying illustration and description will no doubt be of interest to the readers of this paper. A large float drawn by four horses was built to represent two bill boards. The horses were decorated with plumes and the harness was woven with bunting in the National colors. On the float were two artists who rapidly sketched pictures of naval and military heroes, national celebrities and prominent citizens and advertisers. On the easels on which these men worked were signs which read, "How We Make Posters." Back of these artists were two bill posters who were rapidly posting on the gigantic bill boards. They were attired in white duck uniforms, and as the float moved along the street they posted 3, 8 and 12-sheets. People who had never seen the actual work of a bill poster before became enthusiastic, and greeted the men with cheers.

The route of the parade was over ten miles long, and both sides of the street were crowded with people, while from the huge reviewing stands, which lined the route, thousands saw this novel display. The streets traversed were Broad Street, from Huntingdon to Market, thence down Market to Fifth, along Fifth to Chestnut, and out Chestnut to Broad, and down Broad to Wolf.

Every firm who had patronized the American Bill Posting Company during the past year were represented on the boards during the procession. Among the firms who had bills posted were Hecker's Buckwheat, Quaker Oats, Eagle Liqueurs, Werner's Champagne, Schmidt Beer, Poth's Beer, Moerlein's Beer, Child's Cigar, Sensation and Scalping Knife Tobaccos, Munyon's Remedies, Wells & Logue's Hats, Miller's Cocoa, Wheatlet, Artie Cigar, etc. When the float arrived in front of the Grand Opera House, the company playing there were on a stand in front of the house, and as the artists rapidly drew pictures of the stars and the bill posters put up the house three-sheets, they were given rousing cheers. The same enthusiastic applause greeted the float as it passed all of the local theatres. When the float reached the cigar factory of Dunn & Co., manufacturers of the Artie Cigar, a portrait of the head of the firm was drawn by the artists, and at the same time a huge poster of the cigar was placed on the bill board. This made such a hit with the firm that the next day each of the workmen force on the float was presented with a box of cigars. As the newspaper offices were passed, the artists drew posters which read: "How do you like this method of advertising? All New York papers use posters." The newspaper men greeted this with cheers. Wells & Logue, the hatters, had their posters displayed as the float passed their stores. The girls in Miller's cocoa factory showed their appreciation of this novel method of advertising by raining a shower of bon-bons on the men as they posted a sheet of Miller's Cocoa. Massey, Hirsch & Hyneman, the local agents for Eagle Liqueurs, were astonished to see one of the attractive four-sheets of that brand being posted as the float passed their store, while on the opposite side of the float the artists drew a picture of John Wanamaker and posted one of his posters. The Merchant Prince, who was in his private office, applauded the work of the men. The greatest hit made in the parade was when the float passed the McKinley Reviewing Stand. The artists drew pictures of the President and at the same time the bill posters posted the Morgan's eight-sheet poster, showing "McKinley, the Advance Agent of Prosperity." This was greeted with a round of applause that could have been heard a mile. One of the humorous incidents of the parade was during a temporary halt, when a fresh young man said, "You can't draw my picture," and struck a pose. Quick as lightning the artist drew a picture of a long-eared jack-ass, and the crowd, seeing the point, guyed the young man so that he slunk away. As the float passed the different theatres, the artists drew portraits of the managers, and at other points on the route portraits of National advertisers were drawn. These pictures were thrown out to the crowd, and were carried away as mementoes.

In the newspaper accounts of the procession, this exhibit received the best notices of any, and Mr. Robison has been congratulated by every one for his original and novel display. Munyon, who controls Munyon's Remedies, had a number of his posters displayed, and he said it was the best advertising scheme he had ever heard of.

The popularity of the float and the success of this method of advertising has convinced Mr. Robison that it is a novelty that has struck a popular chord, so he is now having another float constructed, which will be driven through the streets of Philadelphia with the men working at bill posting.

That it will prove more effective than any perambulator ever placed on the streets is a certainty.

Billposters' Small Talk.

A prominent and well-known bill poster recently called on "The Billboard," and during the course of conversation voiced a sentiment that will bear repeating. Said he: "This matter of furnishing the advertiser with a list in the prescribed limit of three days is all right in the main, and I believe in it. But it was done at the instance of the agents. Now, turn about is fair play, and I think the association ought to compel the agents to pay bills within three days after they are due. I sometimes have to wait three or four months. If a rule was passed, compelling bill posters to post delinquent agents in the official organ, I think we would be paid more promptly.

T. S. Simpson, of Astoria, Ore., writes that he has Battle Ax., Horse Shoe, Star and Spear Head Tobaccos on his boards.

There is one thing that a bill poster ought never to neglect having on his letter-heads, and that is, the population of his town and his county. Do not swell it. Be accurate and truthful. One of the things that disgusts advertisers with publishers is the outrageous manner in which the latter lie. Bill posters are fast obtaining fine favor in the estimation of advertisers, and if they will but stick to the truth and honest methods, they will continue to increase in favor.

Chas. E. Gordon has removed from McLeansboro to Mt. Vernon, Ill., and is doing a better business.

H. A. Moore, of Delta, O., will shortly erect a line of boards in and between Wauseon, Archbald, Stryker and Delta.

Morgan Johnson has a nice plant at Middleport, O.

The American Co., of Bowling Green, O., writes:

"We are just completing contract for The American Tob. Co. of eighty 8-sheets; twelve 12-sheets, twenty-seven 4x6-sheets, 500 1-sheets, 2,000 snipe, fifty tin signs, 24x36, and 5,000 pieces in this county."

Chas. E. Finfrock, of Attica, Ind., is recommended by the Farmers' and Merchants' Bank of that city.

Otting & Son, of Newport, Ky., are enjoying a big boom. Their boards are full constantly.

W. A. Northup, of Kingfisher, Okla., writes:

I am scheming for an association among the bill posters of the territory, and if successful, you can look for an ad. from us.

The rumored opposition at Buffalo turned out to be a canard, at least so far as Barney Link and E. A. Stahlbrodt having any connection with it is concerned.

Every bill poster ought to have a copy of the Bill Posters' Diagram and Record Book, invented and copyrighted by Frank Fitzgerald, of Milwaukee, Wis. It is a wonderfully handy and convenient volume, and fills a want long manifest in bill posters' offices. The system is simplicity itself. It saves time in entering, checking and invoicing, preserves an accurate record of the business of the week, month and year, and is withal the greatest boon the bill posters of the country have had offered them in a long while. Although but seven by eleven inches in size, its diagrams are so ingeniously devised that one has only to glance at its pages in order to ascertain just what paper is alive, exactly the position it occupies on each board, the precise date that the showing expires, etc., etc. Start the new year right. Get the book. Write Frank Fitzgerald, Milwaukee, for circular.

If you have written us a letter now and then during the past year and it has not been published, do not feel hurt or considerer yourself slighted. Consider instead that we receive upwards of a hundred letters a day. We simply can not publish them all as much as we would like to. We are glad to get them—always, but there is a limit to our space.

Billposters in attendance at the meetings Executive Committee made the offices of Sam W. Hoke their real headquarters, and all of them declare that nothing nicer exists in America in the way of bill posting offices.

Many prominent bill posters with surplus cash are beginning to see the desirability of improving the service in nearby towns, and are buying out where possible, and driving out when necessary, the laggard bill poster who refuses or fails to put up a good service. This has universally been done for the sake of the main plant, as poor service in the vicinity does much to drive away the advertiser from the good bill poster also. But while primarily done for the benefit of the main plant, the profits from the branch establishments have been proving very satisfactory, thank you, and new fields to conquer are being sought eagerly.

Norfolk, Va., is a city with a population variously estimated at from 50,000 to 75,000, and is soon to be blessed with a good bill posting concern. Five thousand dollars has been subscribed to the capital stock of the new concern, and the promoters have ample capital, in addition if more is needed. They confidently hope for the exclusive patronage of those advertisers who have had in the past to get onto their knees to the present incumbent. The new concern expects to be ready for business by January 1.

Newcastle, Pa., George Castner's new stronghold, is a prosperous city of 15,000 to 20,000, and Castner has fully two thousand lineal feet of brand new bill boards, built of galvanized iron, for the advertiser who wants the best show on earth.

Ramsay, of Lexington and Louisville, has boards also in Jeffersonville, Ind., and has recently bought out Charleston, W. Va. Since Ramsay conquered Louisville, that city has been one of the best in the Union for billposting, and is going a long way toward proving that the South is all right. Chattanooga, Memphis, New Orleans, Little Rock, Savannah, Portsmouth, Asheville, Washington, Macon, Augusta, Houston, Galveston, Austin and Fort Worth are all good for the bill board advertiser, and plans now on foot will rapidly bring many others into line.

Our editorial re. Advertics in the November issue excited considerable attention. It appears that the well-known advertising agent, Mr. Arthur M. Plato, of Philadelphia, as long as four years ago, discussed with Mr. A. O. Kittredge, editor of Accountics, the establishing of a college of advertising.

Professor H. Gale, of the University of Minnesota, has developed a special department in that institution for the study of advertising from a psychological basis.

The office and shop of the Hudson Bill Posting Company, Albuquerque, N. Mex., was totally destroyed by fire Nov. 1.

According to the statistics of a scientific authority, the railroads of America spent during the year 1897 for sign boards such as "Crossing," "Danger," station names, etc., the sum of $12,150,185. The same authority states that their expenditure for newspaper advertising was $8,500,000.

The strike in New York has petered out. The firms have won out very handily. The men acknowledge defeat, and some are returning their cards to the union.

There is nothing so wearisome to the newspaper fraternity, says the Gardiner (Me.) Reporter-Journal, as the fellow who seems to possess the idea that the paper is run only for him to air his personal grievances or to be used as a tool to vent his spite out on some imaginary or real enemy.

H. H. Tyner, Springfield, O., was a "billboard" caller Nov. 1. He says business is good. Posting is better than it has been in twenty-six years, and the distributing branch shows an increase in volume of over 500 per cent. Mrs. Tyner is in excellent health. He has just returned from Northeastern Ohio and reports business in that section as also excellent.

He has put up over 500 feet of new boards this year, and has less space unoccupied than he ever had before.

He took his second son, Wm. H. Tyner, into the firm on Oct. 1, and the firm is now styled H. H. Tyner & Co.

The striking bill posters in New York are paid $1 per day by unionists during their strike.

Geo. J. Gruber, Secretary of The Lightning Medicine Co., Muscatine, Iowa, wants the names and addresses of reliable bill posters in Iowa.

Julia Arthur's brilliant posters of gold ink on black paper, announcing her return to Wallack's, have attracted considerable attention throughout the city. They are perhaps as rich and effective an idea as has been lately introduced into theatrical advertising, it almost appearing at times as though the letters were standing out in illumination. The idea was devised by Mr. A. H. Canby, Julia Arthur's manager, and has been so successful that Miss Arthur's printing will undoubtedly in the future use this as a trade mark.—N. Y. Telegram.

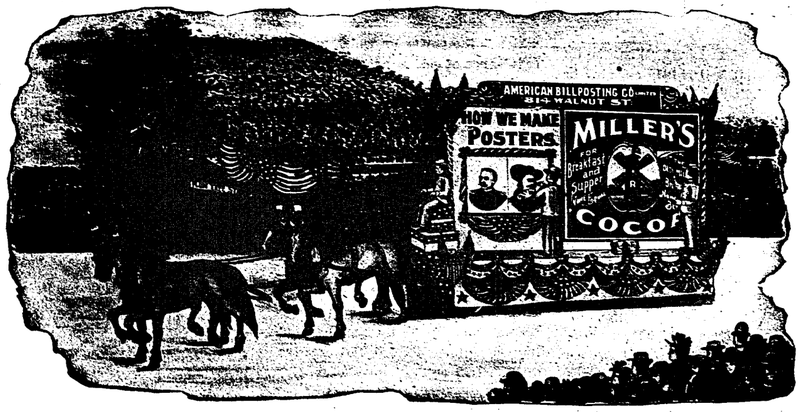
The Digestor Company, 34 Washington ton street, Chicago, is introducing a new remedy for dyspepsia, of which more or less advertising will be done.

The Murex Chemical Company is a modest new arrival in Louisville, Ky., as an advertiser in papers that reach women.

J. Bradford, 119 Dearborn street, Chicago, is an advertiser on a modest scale who compliments the memory of the Pharaohs (who were believers in publicity as proven by many existing tablets) by introducing

The Iola Sanitarium, Iola, Wis., is an institution which is said to be disposed to use bill board space in its own section. The sanitarium was established over a dozen years ago for the treatment of cancer.

It is said that Anita Cream will soon be on the boards. The address of the Anita Cream Adv. Bureau is 36, 37 and 38 Phillips Block, North Spring street, Los Angeles, Cal.



The American Co.'s Float in Philadelphia's Peace Jubilee Parade.

THE BILLBOARD.

PUBLISHED MONTHLY AT

127 East Eighth Street, Cincinnat, O., U. S. A.

Address all communications

For the editorial or business departments to

THE BILLBOARD PUBLISHING CO.

Subscription, $1.00 Per Year, In Advance.

ADVERTISING RATES:

Advertisements will be published at the uniform rate of ten cents per agate line; copy for advertisements must reach us on or before the twenty-fifth of the month. Our terms are cash.

Billboard Advertising is sold in London at Low's Exchange, 57 Charing Cross, and at American Advertising Newspaper Agency, Trafalgar Buildings, Northumberland Ave., W. C. In Paris, at Brentano's, 17 Avenue del Opera. The trade supplied by the American News Co. and its branches.

Remittance should be made by cheque, post-office or express money order, or registered letter addressed and made payable to The Billboard Pub. Co.

The editor cannot undertake to return unsolicited manuscript: correspondents should keep copy.

When it is necessary to wire us the instructions and copy for advertisements, great saving in the matter of telegraph tolls may be had by recourse to the Donaldson Cipher Code.

Entered as Second-Class Matter at Post Office at Cincinnati, Ohio.

DECEMBER, 1898.

Peace on earth and good will to men. Here's a Merry Christmas to you and Happy New Year from "The Billboard."

Assuming Advertics is in fact a science in embryo, before we take up the real work of its construction, it might be well for us to determine exactly and precisely just what science means. Science is knowledge. But then it is more than that, too. It is knowledge on any one particular line amassed, severely tested, co-ordinated and systematized. Therefore, Advertics is such knowledge as we possess of advertising, severely tested, co-ordinated and arranged in order. Great care must be taken to avoid confusing Advertics with Advertising. They are and must always be kept separate and distinct. The one is a science; the other an art. They are related only in that a principle of science is a rule of art. Science is knowledge. Art is the application of knowledge to practice. Having decided what our science is, let us proceed to define it. In order to do this we must revert to advertising.

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What is advertising? What is its object? What is it chiefly engaged in doing? Undoubtedly advertising is making known. Strip the notion, by logical process of abstraction, of one atribute after another, and we will finally arrive at the primitive principle and find it to be—making known or disseminating intelligence. But for what purpose? Pursuing the same course, unquestionably for the purpose of creating demand by inciting desire.

Therefore, the matter about which Advertics is engaged is incentive intelligence, and since it becomes the end of all science to discover laws, we may define Advertics as the science of the laws of disseminative incentive. The definition, it should be carefully observed, gives the science a well marked and clearly defined field. Intelligence or thought lies in the mind. Therefore Advertics belongs to the mental sciences.

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In constructing the science we must of necessity proceed by the method of induction. This is distinguished from the deductive method, in which we proceed; as for example, in mathematics from something given or allowed to facts deduced from it. In induction we gather together truths with a view of discovering an order among them and arranging them. It is found that in all nature both physical and mental facts proceed uniformly and in regular order; that is, according to fixed laws. This is the case in physics. Matter attracts matter inversely, according to the square of the distance. It is also so in psychology: Like tends to recall like.

Induction begins with observation, and employs experiment, which is a mode of observation in which we artificially place the agents of nature in new circumstances, that we may watch their action more distinctly.

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Let us illustrate this phase of experiment. In physics, in order to determine whether all bodies fall to the ground at the same time, we place a silver dollar and a wisp of cotton in the exhausted receiver of an air pump, and note the time they take to descend, independent of the resistance of the air. In like manner, to find out how the motive faculties of the mind operate, we call up visions of objects which are fitted to incite our desire, cupidity, or covetousness, and thereby rouse our springs of action.

Both in physical and psychical science we must needs begin with and proceed throughout by observation proper and experiment. But there is an important difference in the agent or instrument of observation in the two departments. In the former, we employ the senses. In the latter, we depend entirely on self-consciousness, which is the power by which we take cognizance of self as acting.

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It will be seen that Advertics must always be intimately associated with psychology, though at the same time occupying a separate and distinct field which is all its own. It must be noted here that intelligence or thought is of two kinds; one of which—pure knowledge—has to do only with cognitive faculties. The other, to which incentive intelligence belongs, also has to do with the cognitive powers, but proceeds further, and affects the motive faculties, sometimes termed the orective the appetent or the impulsive powers.

It is necessary at this stage of our investigations to unfold the characteristics and attributes of these latter, especially the relations existing between cognition, feeling and will. This we will do in the January issue. In the meantime, we shall be glad to have comment and criticism by post from any one interested in the subject.

All the Year Round Is Best.

BY SAM W. HOKE.

All the year round is the proper time to post bills. There is no sensible reason why bill posting contracts should be made for a term of thirty days only. The only way to account for the prevalent custom is that bill posting in the past has been used mostly by circuses and other amusement enterprises, which wanted no more publicity after leaving the town.

There is of course no reason why Childs Cigars, or Beeman's Gum, or Early Bird Tobacco, or Admiral Cigarettes, should give a twelve months' contract to the car advertising agent and the newspaper advertising agent, and to the magazines, and to the adsigns man, and then cut off the bill posters with an order for thirty days. (The articles mentioned do not, but they are exceptions.)

Food products that are used in the summer months exclusively should not advertise in the winter; nor should buckwheats and strictly winter foods advertise in the summer. But hats and shoes, cigars, chewing tobacco, smoking tobacco, coffees, teas, soaps—in fact, anything that is used all the time should be advertised on the bill boards all the time.

And I don't mean to say that the same old chestnut of an ad. shall always stare at the reader from the bill boards. The newspaper advertiser long since learned that it did not pay to repeat the same ad. indefinitely, and the prominent users of the newspapers now change their ads daily or weekly or monthly.

Many bill board advertisers have learned that this is the best way also when posting bills; and the H. O. Company and the makers of the Childs Cigars are among those who change posters at least once a month.

There is a very strong temptation with all advertisers to give orders for large editions of posters, thus securing the lowest prices; and this desire has caused many an advertiser to lay in a year's supply of one poster, to be used continuously in the same towns. The poster may be as good as is made, but sixty or ninety days' constant reading of the same thing in the same colors, on the same bill board, becomes tiresome, and finally, the beholder ceases to see the poster at all. He pays no more attention to it than to the same old house that he passes daily to and from his work.

On the other hand, if the advertiser tells the same story in slightly different wording, in different colors, in another size poster, or in a different arrangement of the same words on the same colors, there is a novelty, and the new sheet is seen and read and remembered. And if the article is all right its sale will constantly increase.

Many advertisers say that the quality of their goods are such as to render it necessary to merely call attention to them once only—that once a customer always a customer, and all that sort of thing. And many of them actually believe that their special brand is far superior to anything on the market of a similar nature. In many instances, this is only relatively the case—the article in question is different from other articles of the same character. Constant advertising will bring purchasers, and constant telling of those purchasers will continue to convince them that your article is the best on earth.

Then after a while you cease to tell them your story, and they continue for a time buying and using your goods; when of a sudden, some one else in the same line begins to tell about his goods, and why they are superior to any other. After a few weeks or months of this the consumer is going to give the new article a trial, and the slight difference from the goods previously used is apt to be regarded as an improvement, and the old favorite dropped.

Royal Baking Powder spends $500,000 per year to keep their article before the public, and to prevent old friends from forgetting them and running after the new kinds. And the increase in the sales of Royal is always going on.

When you get ready to post bills don't ask "how much for thirty days?" but get estimates for a full year, with privilege of canceling if you like, but make the start with the intention of sticking throughout the entire year. At the end of the year you will be among those who "know" bill posting pays.

Munsey's Little Joke.

Mr. Frank Munsey, of the Munsey, is nothing if not humorous. His recent action in cutting off all agent's commissions came as a complete surprise. It was a giant fire-cracker exploded in the crowd of the agents. Viewed as a practical joke, it was a startling success. It set all New York to laughing, even including the agents. The latter, in fact, are still laughing, albeit with anxious eyes on the remaining publishers. They will not acknowledge it, but they are on the lookout for more cannon fire-crackers.

They may well look sharp; there will be others. It has become quite a fad to do as Munsey does. His lead will be followed; imitated simply because he is Munsey, and there will be lots of noise and smoke, lots of high and lofty tumbling, lots of coughing and sneezing among the agents before the fun ceases.

On October 12 Mr. Munsey delivered an address before the Sphinx Club, at the Waldorf-Astoria. In this address (advertising in some of its phases), he advanced some original views on advertising agents.

One of his ideas, which struck his hearers as being decidedly droll, was his expressed belief that the advertising agent could not serve two masters, i. e., the advertiser and the publisher. From this premise he argued with well-feigned seriousness that he must therefore serve either one or the other, but not both. And finally concluded by pointing out that he served the advertiser, and the latter should pay him for his services. He did not say much more than this at the banquet. He did hint that looking on the agent as he did, he felt that were he to continue paying him commissions, he should feel as though he were bribing him. He said it nicely, however, and at great length, exercising a fine and discriminating choice of language, and handling his subject with a degree of finesse that tickled his hearers vastly. It was so new, so original, and so d—d funny that they smiled broadly, and could hardly restrain themselves from bursting into loud plebean guffaws. Mr. Munsey did not laugh, however. Like a good actor, he carried his part to the end.

Two days later he published that address; however, with a supplement, entitled, the step that follows. We quote briefly from the supplement:

"Following up the reasoning of this address, I hereby square myself with it. On December 31, 1898, all commissions on our publication to advertising agents will cease." There is more than this in the supplement; that is to say, more words. The terse excerpt above, though, embodies all it really says.

It is all so funny, so inexpressibly ludicrous, that they are all laughing. The very idea that the advertising agent serves either the publisher or the advertiser, or, in fact, any one but himself. Well, really; it is delicious.

Booklet Making.

BY RALPH TIPTON.

The booklet from the standpoint of the retail merchant should take the place of a conversation with the customer just as the newspaper ad should be the daily news letter hinting of the bits of interest the store may have for her day by day.

As in a face to face talk one can enter into details more fully than by letter, so the booklet can be made to thoroughly cover any one article or class of merchandise.

In the writing, style should be secondary to directness, as in ordinary conversation—so if the writer keeps before his mental vision the figure of the customer he is talking to, an individuality of style—his own—will follow naturally.

The general public is not particularly desirous of reading booklets, or indeed, any other form of advertising literature, yet most of the "paid printed matter" that's published seems to be addressed to that indefinite, nobody-in-particular person.

The advertising writer knows the folks he'd like to have respond to his efforts—hopes to reach the richer element with one brochure, the mothers with another, and perhaps the younger women with a third. Whichever class it may be, if he'll keep in front of him an imaginary representative of these possible customers—on the other side of his desk—he'll find himself talking to her easily, as a salesman from behind his counter.

That's all an advertising writer should be, as far as his writing is concerned—a salesman talking to a possible buyer—and instead of a counter between them, there's only an inkstand and some mail detention.

No good salesman would attempt to interest a shopper in a line of goods without first looking at her and estimating her preferences, etc. No more should the advertising writer address his pen indiscriminately to all who may chance later on to glance at his booklet.

It should be written directly to the person it's going to be sent to, and as in imagining the "composite customer" the outlines of every such group are necessarily misty, the safest way to reach the greatest number is plainly to address himself to the tastes of the majority.

You can't be too personal, but it's quite possible to be too familiar. Respect needn't diminish when the salesman singles out one customer from the dozen at the counter and talks his wares to her alone.

THE COVER.

When all is said that's necessary to describe the goods he wants to sell, there remains to make sure of a reader. Good printing is the best help, and as almost everything in advertising writing depends on the first impression, an attractive cover is a prime necessity.

Better an illustrated cover than not, if the picture be a good one; better no cover at all than one poorly illustrated.

The designing of booklet covers is a branch separate and distinct from the rest of the advertising artist's work. Their first duty is to attract the eye; their second, to excite the curiosity pleasantly; their third, and equally as important as the others, to leave this curiosity unsatisfied—for this last is what makes one turn to the first page of reading.

THE ILLUSTRATIONS

Artistic type setting and clever illustrations will make fairly interesting reading of even mediocre advertising literature, and much of the praise that has been given to the booklet writers, should, in justice, have cheered the job compositor.

Good cuts are always helps, whether descriptive or attractive, by which distinction is meant pictures that really describe the goods themselves, and those that, while they suggest the articles or their use, are not meant to describe, but rather to attract attention to the wares mentioned.

If the booklet contains descriptive cuts of merchandise the nearer they can be made to nature the better from the point of results in sales. This would seem like an axiom, and as unnecessary, were it not that a large majority of to-day's descriptive advertising cuts are far from being true or even fair representations of the goods they are meant to portray, and while a few exaggerate the merits of the articles depicted, by far the greater number fall short of doing them justice.

If what is advertised is of such a nature that an accurate illustration will not prove a help in the selling, and there are many such, pictures are still needed to illustrate and strengthen the points in the telling—to brighten up uninteresting type pages—to lead the reader by easy stages over the journey of the story.

For good advertising writing ought to mean, first of all, "easy reading," and if you can make a picture tell half of your story, you have made it that much easier to get at. The eye will grasp a pictured thought while spelling out the first sentence of explanation in type.

A RECIPE.

Write what you have to tell of, in common sence selling talk, as short and as clear as you can.

Take the best artist you know of, and the best printer you can find.

Let the artist's pictures do the work of half your story—that half you can throw away.

The talk won't be as long then nor as unconvincing.

Let the printer make the remaining half twice as forceful by intelligent display.

Then the booklet you (?) make will be something pleasant to look at and easy to read—the sort that sells goods if they're worth buying.—Adv. Ex.

Novelty Advertising Co.; Newark, N. J.; manufacturing signs and advertising novelties; $10,000. Wm. F. Gorman, New York City; Arthur H. Osborne, Joseph H. Osborne, Belleville, N. J.

Arthur M. Plato.

Arthur M. Plato, the well-known subject of our illustration, is now located in the Odd Fellows' Temple, Philadelphia. He is known among bill posters, sign painters and advertisers from ocean to ocean.

Just at present he is exciting interest and attention with a new venture, viz., house-to-house distributing at $1 per thousand, in Philadelphia.

Mr. Plato is a deep and close student of advertising, especially in its scientific aspect. He has written much that is of interest and value on this subject.

Railways and Ferries Advertising Co.; New York county; general advertising; $2,500. Vincent C. King, 517 West St., New York City; Geo. R. Warden, Wm. C. Wheaton. Geo. R. Warden, attorney, 141 E. 25th St., New York City.

W. C. Terrill, of Lima, and P. B. Oliver, of Findlay, O., were "Billboard" callers on Nov. 23.

ARTHUR M. PLATO.

R. D. Leonard, of 9 Taylor street, Boston, Mass., is an advertising agent who is going to take up bill board advertising. Boston is a good field, and he is said to be a good man. Bill posters will do well to get their names on his list.

H. W. Walker, of Detroit, is experiencing some slight annoyance at the hands of the Women's Christian Temperance Union, an organization of meddlesome women bent on running other people's business.

The Fannin Co., Bonham, Tex., use a catch line that reads: "You tell what you want—we do the rest."

People read posters more generally than they did a few years ago. The reason is found in the posters themselves; they are better—much better, than they used to be. They are better posted on better boards, too.

The crowded environment of a newspaper ad. detracts from its efficacy. A circular, on the contrary, stands alone, and monopolizes your client's attention. It may be for only a moment, but during that moment his thoughts are all yours. The impression left by a circular or booklet is always more lasting than any other advertisement, except a sample or exhibit. These last possess the very highest potentiality of all ads.

Circulation is everything. A paper with ten thousand circulation is worth much more to the advertiser than a paper with two thousand circulation, just as ten thousand handbills, other things being equal, are better than two thousand. Some papers without much circulation profess to be able to give the advertiser in character what they lack in circulation, but this is mostly a pretense.—Peoria (Ill.) Star.

Harrisburg Advertising and Distributing Agency

ARTHUR YOUNG, Manager. Member I. A. of D.

Rooms 2 and 3, 18 North Third Street, Harrisburg, Pa.

If you are interested in Street Car Advertising or Distributing in this section it will pay you to communicate withus. We are experienced and reliable, two important qualifications that are essential

We control all advertising space in the cars of the Harrisburg Traction Company, 70 in number, of which 35 are in constant service. No other medium can guarantee such publicity.

All distributing matter put out under the direction of a competent foreman, neatly uniformed. Salesmen, agents and inspectors when in this city are invited to make our offices their headquarters Free desk and trunk room.

HARRISBURG ADVERTISING AND DISTRIBUTING AGENCY.

The merchant, with the best to advertise, doesn't always have the best advertisement.

An advertisement may stretch the truth at times, but if it does it is merely for the purpose of getting the wrinkles out of it and improving its appearance.—Fame.

It's a bad advertisement that won't work on Sunday.

Don't expect the posters to do it all. Make the show-windows, show-cases and counters help out.

G. F. Bangasser & Co., of McMunnville, Ore., are compelled to build new boards to accommodate their increasing business.

Th men who have made and are making fortunes in advertising are satisfied if their advertisement tells the story in a plain, convincing way. They are satisfied if it sells goods. They don't care whether it is new or old.—Chicago Apparel Gazette.

Miller Bros., of Columbus, are prospering.

Automaton Advertising Co.; New York City; advertising by automatic machinery; $25,000. Paul T. Kenny, 7 West 58th St., New York City; Adolph Back, Thos. L. Feitner. Thomas Gilleran, attorney, 49 Chambers St., New York City.

To practically test the value of advertising, just try to introduce on the market a new and unknown article. Try to get the dealers in every town to "stock up" with a thing that has not been and is not being advertised. No matter what the "premium" offered as an inducement, you will find the retailers in every case pretty stubborn about handling goods to which no publicity has been given by the manufacturer. Their business sense tells them not to buy what they have little chance of selling.—Music Trade Review.

Champaign, Ill., has a bill board crusade on. The W. C. T. U. inaugurated it.

During January, general advertisers make their advertising appropriations for the coming year. "The Billboard" reaches nearly all of them. Advertise in the January "Billboard." A card may bring you a season's contract.

The merchant swore by all the gods beneath the starry skies
That, though he lived a thousand years, he'd never advertise;
But ere a year, despite the boast he confidently flaunted,
He rang an ad. beneath the head of "Situation Wanted." —The Ad. Writer.

As far as we are able to judge at this writing, the output of poster printing houses for 1898 will show an increase over 1897 of nearly, if not quite, 30 per cent. The poster is gaining in favor every year, as it deserves to.

The first thing an advertisement should do is to attract. Unless it effects this, it is useless, as it will not even be looked at. The second thing it ought to do is to convince. If, after attracting attention, it fails in this particular, its attractiveness will go for nothing.—F. W. Sears.

Even the most prejudiced acknowledge that the bill boards work faster than any other known medium. A liberal and active demand may be created for a staple article in twenty-four hours if the appropriation is liberal encugh to "cover" a town.

A sample accompanied by a booklet, carefully distributed from house to house, will yield more advertising than a year's pounding away in the newspapers.

An exhibit, with demonstration, is the most convincing—the most powerful advertisement it is possible to evolve. It is quite frequently the most expensive also. Even at that, many prominent firms seem to think that they are generally profitable.

The brightest and most successful advertisers are not necessarily so because they advance new methods, but simply because they know just how to adapt the old methods to their particular business. And when the subject is thoroughly sifted, we find that there is after all but one advertising method—to tell the people in plain language what you have to sell, what are its merits and what is its price. It is the same old method, but we have never seen it improved upon.—Profitable Advertising, Boston.

Something New Under the Sun.

BILLPOSTERS' DIAGRAM and RECORD BOOK

Copyrighted 1898.

A book designed for keeping a record and showing diagram of paper posted upon the billboards. By its use you can tell at a glance what place is open, and it can be changed as often as you change the paper upon the boards. All billposters should adopt it. It will save you time, labor and money. Write for circular and prices to

FRANK FITZGERALD,

220 Third St, Milwaukee, Wis.

San Francisco.

The papers of San Francisco have at last found a subject that they can all agree on, and that is "bill boards." Of course they are unsightly, dangerous, offensive, etc.; they must be regulated; the nuisance must be abated.

And the attacks are all inspired by an aesthetic regard for the appearance of the city. Oh, certainly!. Just listen to this, from the San Francisco Post:

"It has been the policy of the Supervisors now in office to compel every business enterprise in San Francisco to contribute its share toward the support of the municipality in the form of a license. They have found it very difficult to formulate an ordinance that will be uniform and equitable in its operation, and, owing to the great number and diversity of business enterprises, it is not a matter of wonder that some have escaped. Among these is one of the most profitable and at the same time most offensive—the business of bill posting.

"Under the license order as it now stands, the flower or fruit vender, who does nothing worse than blockade a very small part of a public thoroughfare and makes but a few cents a day, is compelled to pay a heavier tax than the bill sticker, who offends the public eye with his glaring posters, endangers limb by slippery gobs of paste and smeared over the sidewalks, and imperils life by tall fences that come crashing down before every windstorm.

"The bill sticker pays no property tax, except on his wagon and buckets and brushes. He pays almost no license, and still he makes more money than ninety-nine out of every hundred license-payers in the city.

"The law should go further than imposing a license upon the bill sticker. It should limit the height of the fences that can not be done by direct legislation, it can be done indirectly by increasing the amount of the license with the height of the fence, such a rapid rate that the bill sticker could not afford to endanger life and limb.

"The Board of Supervisors should at once take steps to see that the bill sticker not only contributes his share for the support of the municipal government, but that he carries on his business in a manner that will be least offensive to the public."

The Post's advertising patronage is Oh! so wofully thin and scant, but then that has nothing to do with the attack on the bill posters. Oh! no: certainly not, certainly not.

Mayor Seymour, of this place, is making an ass of himself over bill board displays. He is going to do all manner of things in the matter of regulating them. All that he has done, though, is to break into the newspapers.

Detroit.

The W. C. T. U. is leading a crusade against the bill boards in this city. Here is a clipping from The News of Dec. 4:

"Seated in her office this morning, Dr. Mary Willard, President of the W. C. T. U., and leader of the crusade against the bill boards, talked about the nude in art and its effect upon public morals.

"To begin with," said Dr. Willard, "it is not true that the W. C. T. U. has undertaken to compel this picture to be withdrawn from public exhibition. I do not believe the law can touch it. The discussion would open up the entire question of the nude in art.

"I went to see 'Nana.' The first thoughts that came to me as I looked upon the picture lifted me Godward. There was nothing about it suggestive to me. Yet, for the sake of others, I wished that over the entrance of the passage-way there might have been painted a representation of the all-seeing Eye, with the illuminated motto underneath, 'Thou God seest me!'

"I believe that the mothers of our union might with profit take their sons to see this picture. The only trouble is, however, that the rank and file of our membership are common clay, and are not competent to conduct their sons into such an exhibition.

"But, so far as the evil effect of such a picture on public morals is concerned, it can not begin to compare with the pictures which have disgraced our bill boards during the past few weeks. If it were posted on a bill board, I should feel hurt and indignant. But it is exhibited privately. People have to make an effort to see it, and it is not thrust upon them if they do not wish to see it.

"But with these show pictures it is different. They are as brutal and suggestive as they can be. Take that picture of a woman standing at a man's shoulder and whispering something in his ear, while his face is turned toward her with a wicked leer. It's as bad as it can be.

"Then there's that Devil's Island picture—the representation of a brute in human form striking and choking a defenseless woman. Some man comes along and sees that picture. Unconsciously, perhaps, he is affected by it. He goes home, says little to his wife with his wife, and the next thing you know he is choking and beating her.

DOESN'T OBJECT TO TIGHTS.

"I do not object to tights. There is nothing more suggestive in them than in a woman gowned from head to foot, but what I do object to are representations of female figures in public places, such as those figures on the Chamber of Commerce and on the new county building.

"But what can we do in the way of reform? Even our ministers need educating along these lines, and our judges do not sympathize with our efforts.

"When our delegation went to Judge Sellers to have the people arrested who were posting indecent pictures, he replied curtly that the people could teach them, and that if he took the matter up he would be making fools both of himself and of us.

"I pulled a copy of the law out of my pocket and read it to him.

"'Madam,' said he, 'do you pretend to interpret the law?'

INTERPRET PLAIN ENGLISH.

"'No,' said I, 'but I claim to be able to interpret plain English.' He then asked me for the volume and section which contained the law, and I gave it to him. While he was fumbling over his books, he tried to distract our attention from the matter in hand by talking about the way women dress in our ballrooms. I told him that if I could reach these women by the law I would do so, but that was not the subject under discussion. I asked him if he could issue some hazy apparitions for the arrest of these bill posters, and he finally said he would."

John F. Sutton, who is managing the "Nana" exhibition, says his only request is that the ladies see the picture before decrying it. The picture has been shown in Boston, which rejected a statue of the "Bacchante" on account of its indecency; in Philadelphia, and numerous other cities, and says Mr. Sutton, "Detroit is the first place where the propriety of showing 'Nana' has been questioned."

"The Billboard" has run across peculiar cranks in its time, but Dr. Willard is accorded first place herewith. She does not object to tights, and "Nana" lifts her Godward. Well! well! well!

The theatrical bill posters' war goes merrily on. To such an extent has the contest been carried that it is said bill posters arrested for removing the hangers of a rival theatre coolly give the names of the employes of the rival manager and thus put the odium of their own offense upon the hated opposition.

Fulton, Nov. 20.—On Saturday an injunction order was served on Wallace, Gilmore & Quirk, managers of the Stephens Opera House, restraining them from posting or distributing bills in Fulton or Oswego Falls. The action is brought by William Cook, who claims to have the exclusive right of the bill posting and distributing business in both villages, which was purchased by him from the defendant, Wallace. He alleges that the defendants have damaged him by posting bills upon his boards, by building other boards directly in front of and so as to obscure his boards and by otherwise trespassing upon his property and rights. Inasmuch as the defendants claim that Quirk is the only member of the partnership interested in the bill posting business, and that, individually, some differences have naturally arisen as to the facts, an order has been granted by Justice Wright, commanding Cook to show cause why the injunction order should not be vacated.

According to W. A. Stevens, of the Fannin Bill Posting Co., Bonham, Tex., they are having wonderful crops in the Lone Star State. In evidence he sends us the following newspaper clipping:

"The horrible news comes from Capt. Jones' farm, near Paradise, that a boy climbed a corn-stalk to see how the corn was getting along, and now the stalk is growing up 'faster than the boy can climb down!' The boy is plum out of sight. Three men have undertaken to cut down the stalk with axes and save the boy from starving, but it grows so fast that they 'can't whack twice in the same place!' The boy is living on nothing but 'raw corn,' and he has already thrown down over four bushels of cobs."

Advertising, like charity, begins at home. In other words, to advertise a store, first get your store. There are so many horrible examples of how not to keep a store, that enumeration of the different ways is hopeless.

It is useless to advertise outside the store and not inside. The first requisites in a system of advertising is cleanliness and order and general rightness in the appearance of the store. After that comes courtesy and the quality of the goods. It is hard to tell which of these is the more important. A pleasant, cordial, attentive, but not obtrusive and obsequious manner, makes and holds trade. No matter how insignificant the transaction, it doesn't take any longer to be amiable than to be crusty. There is such a thing as being too pleasant—familiar—that is not good. It leads to a lack of respect. A merchant should always maintain his dignity in the store and in his advertising.

Nashville has one pretty fair bill poster and one no-so bill poster, and is soon to have another, who declares that advertisers in the future shall have no cause to avoid Nashville.

J. F. Murry & Bros., of Geneseo, Ill., advertise: "Prices, 15 days—3 cts.; 30 days—4 cts." The veteran, Jas. Brackin, still maintains boards at this point, and does a little business.

The sole mission of a poster is to impress upon all beholders the special merits of an article, a particular brand or a business. Design is of much consequence. Colors, too, are important, Good, white, non-fading paper is essential, but style of letter and display of text transceend them all in import.

House to House work pays. There is no doubt about it. One has only to examine the cheap abominations in the shape of booklets which are used by houses who have made a success of this medium to be convinced of its efficacy. It is passing strange that more care is not exercised by advertisers in making their matter attractive. A little more money paid to the printer and paper dealer would return a thousand fold.

There is going to be a great deal more attention paid by advertisers to exhibits during 1899 than heretofore, and fair managers can push the thing along by disseminating accurate statistics of their paid admissions during 1898. They may be dry reading to some folks, but they scintillate with interest to the advertiser.

VANSYCKLE ADVERTISING CO.

GEO. W. VANSYCKLE, General Manager.

Distributing, Sign Tacking, and Package Deliveries.

INDIANAPOLIS AND MUNCIE, IND.

Established 1889. Established 1898.

114 South Illinois St., opp. Grand Hotel. | **Room 3, Postoffice Building,**

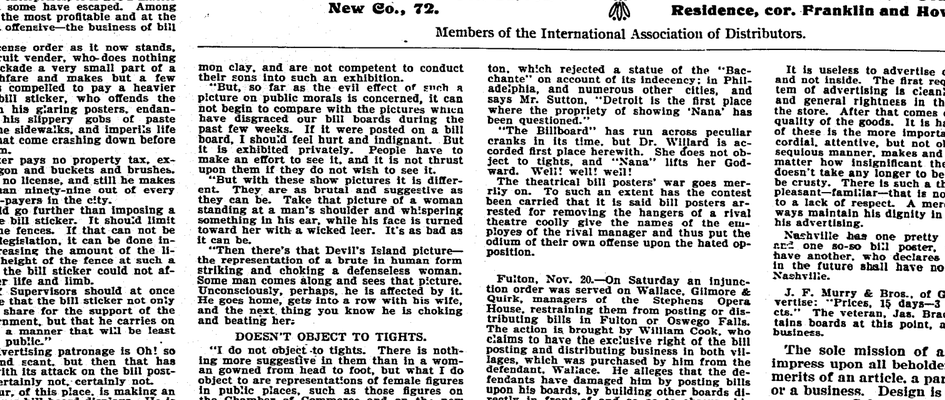
GEO. W. VANSYCKLE, Manager. | **E. B. FICKES, Resident Manager.**

Local and Long Distance Phones, | **Local and Long Distance Phones,**

Central Union Co., 23,791. | **New Company, 287.**

New Co., 72. | **Residence, cor. Franklin and Howard Sts.**

Members of the International Association of Distributors.



THE LAST DAY OF THE SEASON.

The Liberties They Took With the Streamer at Albuquerque, N. Mex.

SIGN PAINTERS AND SIGN MANUFACTURERS

DEPARTMENT CONDUCTED BY M. H. FORGRAVE.

To our friends among the sign painters of America we extend the compliments of the season. A Merry Christmas and a Happy New Year to you and yours is the earnest, sincere wish of your friend and ally, "The Billboard."

The Painters' Magazine Strongly Indorses N. S. P. A.

Mill Run, Pa., Nov. 10, 1898.

Editor of "The Billboard:"

In the November issue, "The Painters' Magazine" makes a strong plea for a National Sign Painters Alliance, and editorially compliments the project and its committee, recognizing not a few as contributors to its columns, and as consisting of some of the best-known sign writers in the country."

The tone of the editorial is of the "true metal," and in inviting attention to time and place, and putting us approvingly upon the shoulder, says conclusively: "There is no reason why the sign-writers should not be organized, and we believe that the present effort to form an organization of this important part of the painting craft will meet with the greatest success."

Among things said relative to the painting business, the writer, concluding his remarks to the readers of the Painters' Magazine," invited attention to the preliminary arrangements, and said: "To awaken a deeper interest in bulletin advertising, and to bring about a better acquaintance with those engaged in its practice, and to enlist new hands in such service—all sign painters are eligible to membership in the organization. It can be made to pay, as it adds strength and influence to its members. There is a power in things 'National.' It gives dignity to its possessor, and puts dollars in the pocket where pennies scarcely were seen before. Any sign painter, no matter where he lives, may be able to paint a respectable advertisement upon a barn, fence or rock, and if he is desirous of finding more remunerative work and lots of it, should be willing to connect himself with the National Sign Painters' Alliance."

All sign painters of good standing (good repute) are eligible for membership, and they are requested to send in their application to the committee, of which Mr. M. H. Forgrave, of Pickerington, O., is the Chairman. Any one desiring further information upon the subject may confer with any member of the committee, inclosing stamps for reply. The writer, as Secretary, agrees to do so readily, and promises to aid and further the cause to the best of his abilities.

Send names and addresses, all ye sign painters, so we shall be better able to identify you. Sincerely yours,

ALLEN E. HARBAUGH.

Notes.

Of late, we have been receiving quite a number of inquiries as to whether, or not, a bill board and bulletin business would pay in towns of about 1,000 inhabitants. There seems to be a universal desire among sign painters all over the land to alter their condition, or rather the condition of their business, by adding something, or some other calling, that will prove remunerative. The business of bill posting is entirely allied to that of sign painting that the two callings may be said to be identical, and, for no other reason, they should go together. They are signs, pure and simple, both of them. The difference is, one is on paper and posted, and the other is painted directly on the surface. Making anything pay depends to a great extent on the person. Some people will make anything pay. If they can not do it in one place, they will strike out in other pastures. Pay it must, and pay it will, before they get through with it. In our judgment, we think that bill posting and sign painting, to which distributing might be added, may be made to pay a considerable sum yearly in towns of this size, up to, say 2,500. But, like everything else, it must be worked for all there is in it. A good way to succeed is to introduce novelties in your work. I know a young man who makes a circuit of several towns a year, doing only sign work. He has become acquainted to such an extent that he works the business on the drummer style, sending postals ahead, notifying his customers of the date of his coming.

White lead is a poison, and painters should endeavor to prevent becoming poisoned with it. White lead is one of the constituents of cigarette paper—yet I have seen painters smoking cigarettes. They get a double dose.

There seems to be quite an interest taken in the forthcoming proposed Sign Painters' Alliance. That it will be a good thing goes without saying. Its main object is to promote business relations between the various portions of the craft, and, also, to some extent formulate a series of prices on which to bring about a regular system of bulletin work. In this connection, members will be advised what large firms are advertising by bulletins, from time to time. To those that have asked what the initiation or membership fee will be, I will say that it will be fixed at the initial meeting, next February.

TO MAKE GOLD-COLORED VARNISH. Pound separately 4 ounces of stick lac, 4 ounces of gamboge, 4 ounces of dragon's blood, 4 ounces of annotta, and 1 ounce of saffron. Put each of them separately in a quart of alcohol and expose them for five days in a narrow-mouthed bottle in the sun, in order to hasten the solution. When they are melted, mix them all together.

As a usual thing, you will find, when shading letters, that reds will require and look better by shading with dull brown or purple. Shade light grays with rich brown, and greens with a reddish brown. The effect of shading is gotten by making double letters, one above the other, and joining the points at an angle.

A luminous paint which has recently been discovered, is said to be not in any way inferior to the regular stuff. It is prepared by heating sodium tungsate with salt and chloride of calcium to a red heat for a few hours. The soluble constituents of the contents of the crucible having been removed with water, the calcium tungsate is dried. It is sprinkled in a finely powdered state over the articles which are to shine in the dark, glue size being used.

Transparent gold color for tin (all colors) may be made as follows, says the Painters' Magazine: Take one-half pint of alcohol, add 1 ounce gum shellac, one-half ounce tumeric and one-half ounce red sanders. Set the vessel in a warm place and shake frequently for half a day. Then strain off the liquor, rinse the bottle and return it, corking tightly for use.

IMITATION OF STAINED GLASS.—Paint the ornament with transparent colors. When dry, wash over the whole surface with sugar of lead, ground in oil and turpentine, and while wet daub it all over with the end of a brush very lightly; or, a better way is to lay a piece of muslin which has been dipped in the solution, and wring out, on the glass and press down firmly; then take one corner and lift off. The common way is to take white lead in oil, mixed thin, putting on as little as possible, pouncing it all over the glass until it represents an even ground surface.

Putting ornaments on gold may be done with any transparent color, such as terra de sienna, umber, asphaltum, etc.

A nice way to make a sign on glass is to take thin paper or tin-foil, cutting patterns out of them; paste them on the glass, then frost or stain the glass, and remove the pattern, which leaves the glass clear where the patterns were.

A pouncing bag consists of a piece of flannel, filled with whiting, charcoal or rose pink. Most any fine powder will do. Tie it up together at the ends.

Block letters should always have the horizontal and angular bars a little narrower than the perpendicular ones.

The regular chapters on sign painting will be continued in the next issue.

Sign Writing.

Easy Lessons for Novices.

In the November issue of the Show Window, (1130 Caxton Building, Chicago), Mr. William Lee Jukes begins a series of elementary articles on sign-writing. While he has in mind only a simple course of instruction, to enable window-trimmers to write their own cards, there is much in them, as will be seen from the initial number, which we give in part below, that will prove valuable to novices generally. We advise all of our readers who are interested in this subject to send for the Show Window, and follow the articles, which will appear monthly during the ensuing year.

"Show card writing, to a business man, are a necessity. Everything depends upon the way he advertises, and he can not advertise judiciously without the aid of signs. Some one must make his signs. If his business is on a small scale, and he can not afford a regular sign writer, perhaps he would like to do it himself; or, if he hasn't sufficient time, why not employ a window trimmer who can do both?

A window trimmer who can make his own tickets increases his value to his employer and can demand more money than one who does not; at any rate, sign writing, as a side issue, will do no one any harm, and very often it can be used to great advantage.

The art of show-card making can be acquired by anyone with very little teaching, a reasonable amount of patience, and plenty of practice.

To those who are interested in this work, and will follow carefully my instructions, I will guarantee efficiency in a reasonably short space of time; provided, of course, that they will practice diligently.

Do not become discouraged at your first attempt. Your card will look badly, of course, but that is to be expected. You can not do good work at the first attempt—it is impossible. Improvement will be gradual. Each card will prove better than the last, and with a little practice you will be surprised at the results.

For the benefit of those who are inclined to be discouraged, I have resurrected my first card, which I have had carefully stored away for several years; it is shown below, together with one which I made recently. If you will compare them, you can readily see the difference—it puts one in mind of the typical "Before and After."

Were it not for the interesting variations and numerous opportunities to display artistic ability, card-writing would be very monotonous; as it is, a person with the least bit of artistic taste will find it a pleasant occupation, as well as a convenient and profitable one.

A sign maker must find where the sign is to be used and the sizes of his lettering must be varied according to the distance it is to be placed from the eye of the public.

Don't attempt over-originality in signs. The majority are not familiar with signs. They have seen only a few designs. That which may be conventional to you, because you study signs, will be original to the majority of people.

Inaugurate a system of uniformity in your card-writing, by which all your work (styles of lettering, etc.) have a certain amount of similarity.

If at any time you wish to change your styles of cards or lettering, let the new styles appear all over the store at the same time. It does not look well to use a mixture of types or colors; it has a tendency to confuse the public—whereas, a system will teach them to know your particular style of work at a glance, and it will not only be more readable, but will establish for you a personality.

THE WORK ROOM.

The first requirement is a place to work; then you must be equipped. It is impossible to do justice to your work unless you are properly fitted out. Walk around the store until you find a suitable window, and anchor there, provided you will be allowed, for you will find sunlight much better than artificial light, both for the eyes and coloring.

Next get a table. This it forward slightly, as in this position you will find that work can be done better than if a level surface were used.

For those who will go to the small expense of building a table, I have made the following drawing, as shown in Figure 2. I am at present using a table similar to the one shown here, and find it excellent.

RULING.

You can use a Tee Square much more rapidly and accurately than an ordinary rule. The inches can be marked off on your Tee in order to center the card.

FOR LINING.

Soft charcoal is the best on coated cardboard. Should your card-board be a little rough, a delicate lead-pencil mark will be better. Charcoal marks on coated boards can be easily erased with a soft piece of cloth; or, better still, a piece of chamois.

MIXING.

Use a palette knife with a flexible blade, about ½x3½ inches. Hold a square piece of glass, or, not having a square piece, use any shape you have handy. I will explain later to what use the glass is to be put.

PAINTS.

Mixing forms an important part of sign work, which, however, is considerably lessened of late, by reason of several manufacturers having placed on the market prepared colors, which meet the requirements satisfactorily. I would advise their use, if it is possible to obtain them.

One very important thing is, do not use oil paint on card-board. It does not work well, and will cause much trouble. No experienced marker uses oil paints, unless it is black asphaltum to fill in and outline letters, such as several large department stores are using at the present time. The glossy effect of this class of work is considered by many to be very attractive.

The drawback to this method is, the cards require a double handling and consequently the work is very slow.

I have found drop black, in distemper, the cleanest and most handy preparation for card work. It is sold in most cities in jars containing one pound. All that is required for making it ready is a little dissolved gum arabic and water.

Take your palette knife and mix these thoroughly on the piece of glass, to about the consistency of a thick paste; it will then be ready for use.

All colors can be purchased in this form. To those who would prefer to mix their own paint, I will give a hints on mixing.

BLACK PAINT.

Lamp-black, ground thoroughly with water and gum arabic, a few drops of alcohol added, will make a fairly good black. All dry colors can be mixed in this way.

WHITE PAINT.

Fill a tin-cup about one-quarter full of whiting, thin it with water, add one-half ounce of pulverized glue—boil slowly, continually stirring until the glue is thoroughly dissolved; this, when cool, will make an excellent paint for dark boards.

At another using, should you find it has become stiff, a little heating will thin it to the proper consistency.

COMPOUND COLORS.

The following tints can be formed by mixing the colors as below. The shades can be made to suit any taste by the exercise of a little judgment in proportioning the colors.

Cream—White, yellow and red.

Drab—White, Prussian blue and vermilion.

Flesh—Lake, white and vermilion.

Fawn—White, stone ochre and vermilion.

Grey—White, Prussian blue, and very little black.

Light Green—White, mixed with verdigris.

Grass Green—Yellow pink mixed with verdigris.

Sea Green—White and Paris green.

Dark Green—Black and chrome green.

Olive Green—Prussian blue and yellow.

Jonnuil—Yellow, pink and white.

Lead—Prussian blue and white.

Olive—Red, green, or black and yellow.

Pearl—Dark red, mixed with violet.

Purple—White, Prussian blue and vermilion.

Stone—White, with a little spruce ochre.

Straw—White and yellow.

Snuff—Yellow, sienna and red.

Slate—White, black, red and blue.

Steel—Cerise, Prussian blue and vermilion.

Salmon—White, yellow and red.

Light Yellow—French yellow and white.

Dark Yellow—French yellow and red.

Lemon Yellow—Yellow pink, with Naples yellow.

BRUSHES.

Nine-tenths of the inexperienced markers are using camels' hair brushes, which do not have the required elasticity for good work.

Much depends upon your brush. A good sign-writer can not turn out a respectable sign with a poor brush; therefore, a beginner can not expect to acquire efficiency unless he uses the proper kinds of tools.

RED JACKET

VERMILION

Outwears all other Vermilion.

Just What You Want

Send for Sample.

BILLINGS, TAYLOR & CO.

Cleveland, Ohio.

The Proper Kinds of Brushes can be obtained of any brush dealer. For ordinary work, a three-quarters long No. 5 brush will answer, the cost being about 20 cents. I would advise purchasing a set of about six assorted sizes, which will answer for all work.

Use great care in selecting your brushes. See that the hairs are of equal length and that the ends are even where the brush is flattened.

Train your brushes flat by always using the same two sides. Rinse them in a glass of clean water after each using, and give them a thorough cleansing, with soap and water, about twice a week. This will keep them in good condition.

Figure 3 shows the exact sizes of a set of brushes, which will answer for all purposes.

Sign Painting.

What Every Man Could Do if He Tried.

There is no other method of out-door advertising that surpasses good bulletin signs. The reason there is no more of it done, is because there are so few who are able to do it outside of the largest cities. In some cities it takes the lead in out-door advertising, and some of these signs are veritable works of art.

The first requisite in good sign painting is good brushes; those that will cut a clean, smooth edge. A few camel's hair brushes for fine lining, and several chisel-edged fitches are sufficient for ordinary work.

With a good outline of the letters to begin with, the work is two thirds done, as most anyone can run a brush along a line. There are several ways of getting an outline, by sketching, by measuring, etc., but the surest way is by means of good patterns. A pattern that is cut true will give a true outline, and if this outline is followed closely with a brush, the letter will be true. We don't mean stencils, but patterns cut from cardboard, showing the letter itself, and intended to be outlined by marking along the edges with a pencil.

Not one sign painter in fifty will shade letters correctly, but shading may be correctly done with patterns. First mark around the pattern to show the face of the letter, then move the pattern to the right or left, (whichever side you desire the shading), and drop as far below as you wish the shading to extend, and run the pencil along the outside edge only. This will make the shading, all except joining the shades to the letter, which should be done with a line at an angle drawn from the angle of the shading to the point of the angle of the letter. Make the bottom of the shading a little darker than the sides of the shading, and never shade a letter on top.

As to the manipulation of colors, we will give a few hints on this subject. If faithfully observed, will insure a sign in harmonious and showy coloring. Use no two colors of the same depth of tone side by side. If you do you are liable to get a muddy or hazy appearance. Any of the colors of strong contrast may be made to harmonize by dividing them with a line of white or any neutral tint. Thus, if the face of the letter is green and the shading red, draw a white line between. The width of this line depends on the size of the object.

The primary colors, from which all other colors are made, are blue, red, and yellow. A direct union of any two of them is always a harsh and unpleasant. To preserve the harmony and destroy the harshness, always use a neutralizing color between them. This is the great secret in sign painting. While the novice's sign will look harsh or hazy, the practical sign painter's will look clear and brilliant, and also be in harmony, and both use the same colors. But, if you will notice, the novice will put the shading against the letter, while the man who understands it will draw a fine line of black, white or some neutralizing color between the shading and the face of the letter.

Letter patterns may be bought usually put up in sets of so many alphabets of different sizes and styles, arranged by persons who understand sign painting, that the greatest variety of work may be done with the least number of patterns. Each alphabet contains all the letters, together with the character &. A single job will usually pay for a complete set of the patterns.

Buy your patterns of a sign painter who deals in them. You will then get up-to-date patterns. The sets will be properly arranged. Some dealers in sign-painting materials carry letter patterns, but often they are old-style letters, generally cut from paper. Insist that the patterns be cut from card-board, as paper patterns are hard to hold in place, and, if extremely good care is not taken of them, soon get out of shape, sometimes torn. Paper patterns are liable to get tangled, making them inconvenient to handle. Demand that each set should contain a small alphabet, 3 or 4 inches high, each of upper and lower case DeVinne. This is the prettiest alphabet made, being useful in almost every sign that contains more than two lines.

ROBT. HENRY, in The Advertising World.

Low Prices.

To the seller, whether he be one who sells his time, his manufactured or his agricultural product, low prices are shadows that cross his path and which lead to almost endless discontent. To the buyer, however, they bring satisfaction and contentment. We must, therefore, look at the matter from a general standpoint, and we may ask the question, How have they operated upon our people as a whole? To answer this, we must turn back the pages and compare the present with the past; to do this fairly we must depend upon individual experience, not hearsay evidence. Let us go back fifty years, or thereabouts—a time when wages as a whole more closely approximated those of the present day than at any other period in our memory. Take the farming community at that time; machinery was just being introduced, but few were able to buy and the labor was of the hardest kind; daylight to darkness constituted a day, but with all they could do no more than purchase the commonest necessities of life, and the "wealthy" were content with homespun cloths, rag carpets and plain furniture; cheaper and less comfortable than that in the homes of the farm laborer of to-day. So, too, with the mechanic; luxuries were out of his reach; a day's outing with his family was an extravagance that could be indulged in but once a year. The commonest necessities to the poor man of to-day were luxuries to be enjoyed by the wealthy alone. Viewed, therefore, from the standpoint of purchasing power, the earnings of to-day are greater than they ever were, except through the season of phenomenal high wages following the sixties. The danger line of low prices is reached when the purchasing power of the wage earner's income fails to procure the necessities of life. With that comes want, suffering and degredation, and it is against that that all should contend at the present. The tendency is downward; competition becomes more and more severe, and combinations more and more active. To meet this, the men of limited means must take lessons from the great corporations in the matter of economizing expenses. They must study cost, and know to a fraction of a cent what the outlay. This underbidding a competitor, without knowing what the work will cost, and then, when learning the facts, cutting wages and using inferior stock on the supposition that such a course is necessary, is neither business-like nor honorable, while the effect is to reduce prices to a point that forebodes ill to all.—Painting & Decorating.

There are few virtues or vices of modern life so unimportant that they can not claim a society for their advancement or suppression. Next to assisting our fellow mortals to do something they don't want to do, nothing is more entertaining than to prevent them doing something they do want to do. "Scapa" is the latest society for looking after the scapegoats of business who are sent forth into the wilderness to make it blossom like a peony with hideous and glaring advertisements. We have commented before the growing desire of an aesthetic and beauty-loving public to "get after" these people who prefer rocks, buildings and fences as a medium for reaching the public, rather than the advertising columns of a paper. "Scapa" translated mens, "Society for the Correction of the Abuse of Public Advertising." It originated in England, and Lord Herchell is its president. It already has branches in this country. It is proposed to have wheelmen take snap shots at some of these monstrosities of modern hustling, and then to have these made into lantern slides, with which to arouse public sentiment. One prominent man said, "A world entirely free from 'ads' is a dream too enchanting to be realized." The "Scapa"ites will have to be very much in earnest and very energetic if they follow the trail of the serpent all over this land. The Adirondack wilderness is popularly supposed to be "far from the maddening crowd," but over every bowlder and ledge of rocks, in the least frequented portions of the mountains, was the glaring white and black of an advertisement. There are two interested parties to reform, even after the the public sentiment has been directed against the matter. The chief sinners live in cities, and are the proprietors or "boomers" of the articles advertised. Then there is the farmer who has no artistic perception of the element of beauty which the soft gray "wood color" of his barns or rocks adds to the landscape. To cover these with black paint and gigantic yellow or white letters, or to paint some figure of heroic size upon the broadside of the barn seems to him quite legitimate, especially when the price paid adds very materially to his income. "Scapa" has a hard task before it. The remark that a hard-headed old Yankee used to make, as the final condemnation of any and all matters was, "There's no bread in that.' It's an unanswerable argument to the larger portion of humanity. "There's no bread", in beauty, and when sentiment for the beautiful clashes against sense for the needful, the battle is sure to be to the strong.

The above clipping is from a household journal. It may be possible to prohibit such "desecration of nature" in England, where everything in the law is in favor of classes; but when it comes to free America, they will have to trot out some finer breed stock than of which these so-called societies are usually composed of. It may be possible that it, to a certain extent, may be regulated in certain favored resorts, but what does the average American farmer care for landscape. Make him a proposition to paint his old sheds for the privilege of putting signs thereon, and he will consent to it right there. The resulting outcome of all these kind societies has always been more trouble than glory, and always will be.

The Advertising Agent.

Whom does the advertising agent serve? Mr. Frank A. Munsey has awakened wide discussion of the question by declaring that the agent serves only the advertiser, and, on this hypothesis, is not entitled to commissions from the newspapers. Indeed, Mr. Munsey goes so far as to say that commissions are bribes, pure and simple, and, refusing to be longer a party to bribing of any kind, he announces the withdrawal of all commission allowances to agents after the present year.

Although Mr. Munsey has brought out nothing that is new to either publishers or agents, he has said some old truths in a new and forcible way. For years publishers and advertising agents as well, have recognized the fact that the agent serves only the advertisers, and the tendency to reduce commissions, so strongly in evidence for the last decade, indicates that publishers, here and there, are blindly striving to escape from the old system. Mr. Munsey, with the courage of his convictions, goes all the way and cuts off all commissions. This was the only logical step for him to take after he had taken the position that the agent does not serve the publisher.

It is true that almost every publisher favors some one agency (or perhaps two or three) with a special rate, and the constant aim of the agent is, to obtain special concessions from desirable publications, so that he may the more surely underbid his competitors. Not that the agent is always certain that he has the lowest rate—it is the uncertainty on this point which prompts him to eternally "bear" the publisher's lowest rate.

These special concessions Mr. Munsey terms bribery—the publisher is the bribegiver, the agent the bribe-taker. But Mr. Munsey here loses sight of the fact that the publisher, by granting concessions over and above the regular commissions, makes the agent his representative—the agent serves the publisher, not the advertiser. So widespread is this practise of granting special rates to a favored agency, that it may be said with truth that there are more agents serving publishers than there are in the service of advertisers.

For the creation and development of advertising, the publisher owes much to the agent. Only the other day Newspaperdom had occasion to remark upon the fact that a large and well-known agency in New York, whose expenditure for space reached last year nearly $500,000, had developed 90 per cent. of its business—created, in fact, that much new advertising. For this work, purely missionary in character, the agent is surely entitled to some commission from the publisher.

For the faults of the present system, both the publisher and the agent are to blame, the one quite as much as the other. Unaided, Mr. Munsey can not work reform by cutting off commissions; and as long as publishers grant special rates to the agent, so long will the agencies be conducted on the present system. As long as there is no uniform method of selling space, so long will cutting and under-cutting be practised. As long as publishers remain so blind to their own best interests, and refuse to "get together," so long will the present system stand.

Mr. Munsey is to be congratulated upon the possession of magnificent courage; but he will go down in defeat just as surely as did Napoleon at Waterloo.—Newspaperdom.

"Art in Advertising" for October speaks of the movement in Europe looking toward the curtailment of the use of bill boards, and its effect on this side of the water.

It says quite truly that it is seldom good taste is violated in America, but notes an objection to scenes of violence on theatrical posters. Continuing, the writer observes:

"The objection, however, which is put forward with most persistency is that the streets or roads in which the bill boards appear are defaced by them, and of course, in a few cases, the boardings are by no means ornamental. The claim as a whole, however, can not be allowed, and, in fact, it is an easy matter to show the immense improvement which has taken place within a decade. The general appearance of the boards and the orderly arrangement and tasteful display made by bill posters everywhere, and particularly in the larger cities, must be noticed by the most careless observer. The solidly constructed and neatly made fences which have been built around the vacant spaces and empty lots are a vast improvement over the ramshackle affairs which enclosed these same places before, and they are now kept by the bill posters in a condition which is pleasing to the eye and ornamental to the street. The bill posters themselves would be the first to desire and to do anything which would make the display more attractive and beautiful, and they are working constantly to that end.

If there is any fault to be found at all with the business of bill posting, it may be in the extension of the display in some places beyond the normal limit. When a second row of boards is built over the natural fence running along the street it looks top-heavy and is unsightly. The value of the advertising is consequently diminished and the street correspondingly disfigured. Such desirable places as the Brooklyn Bridge are in danger of becoming less valuable from the overloading of advertising. Each poster, taken individually, is an excellent advertisement, but any increase of the present number will render the advertising confusing, and make the display a disagreeable feature of the outlook. It is the mistake of over-extension of the business which bill posters must avoid if they would continue in favor with the advertiser and public alike. The desire for doing business is very strong in the average man, and it is a virtue to be proud of so long as it does not work to the disadvantage of others, and if the new movement should result in shaping the business so as to conform more nearly to public taste and requirements the advantages to bill posters, advertisers and the public alike will be considerable.

"THINKING IT OVER."

Engraved for The Billboard by The Illinois Engraving Co., Chicago.

IF YOU

Want your distributing matter to bring results in ROCHESTER, N. Y., bring it to

J. E. STROYER,

Member I. A. of D. **114 WELD STREET.**

☞References furnished.

Bill Nye's Ad.

The late Bill Nye once advertised a cow for sale as follows: "Owing to ill-health, I will sell at my residence, in township 19, range 18, according to government survey, one plush, raspberry-colored cow, aged 8 years. She is a good milker, and is not afraid of the cars or anything else. She is of undaunted courage, and gives milk frequently. To a man who does not fear death in any form she would be a great boon. She is very much attached to her house at present, by the means of a stay-chain, but she will be sold to any one who will use her right. She is one-fourth short-horn and three-fourths hyena. I will also throw in a double-barreled shotgun, which goes with her. In May she generally goes away for a week or two, and returns with a tall, red calf with wabbly legs. Her name is Rose. I would rather sell her to a non-resident." —The Imp.

Business Chances.

We have been requested to publish the following article:

The following towns and cities are among those needing good bill posting service, and bill posters with a little money to invest could undoubtedly work up a good paying business in any of them:

Norfolk, Va.; Newburgh, N. Y.; Charlotte, N. C.; Durham, N. C.; Newport, Va.; Schenectady, N. Y.; Danbury, Ct.; Shenandoah, Pa.; Columbia, S. C.; Bedford, Pa.; Mahanoy City, Pa.; St. Augustine, Fla.; Sedalia, Mo.; Piedmont, S. C.; Denison, Tex.; Ennis, Tex.; Tyler, Tex.; Waco, Tex.; Stillwater, Minn.; Hudson, N. Y.; Olean, N. Y.

Some of these towns have a bill poster who is in the employ of the opera house, and who does no commercial posting except during the summer; and some of them have bill posters who pretend to do commercial work, but who are slow in furnishing reports. In some of the towns there is a bill poster who is all right as far as he goes, but who has such a small number of boards as to be unable to give more than one advertiser a showing.

We clip the following from the El Reno Star:

Mr. Jesse J. Sinclair, the city bill poster, is making arrangements with six of his brother posters in Oklahoma for the biggest bill posting scheme ever offered to mercantile advertisers. It seems that in his efforts to make Oklahoma the most prominent advertising center for Eastern advertisers in this line of work and at the same time thoroughly advertise El Reno and the neighboring cities, he has concocted the following scheme and intends pushing it through:

"Six of the best bill posters of this territory will take a trip overland, taking something in the neighborhood of 100,000 sheets of paper representing every drug, coffee, tobacco and different other firms now distributing posting matter over the territory, and thoroughly post every country route that has ever been posted in Oklahoma. The firms are to furnish the paper and the boys to put it up, furnish paste, teams, and everything that is required to give them an elegant showing in Oklahoma.

"This will be complimentary to advertisers, and when they get through we feel that the Oklahoma bill posters will be known everywhere. Mr. Sinclair will in a few days make a trip and arrange with his brother posters the most desirable time to start. This is something never before attempted by local bill posters, and certainly never offered to advertisers."

We are indebted to Mr. Wm. Wormald, (Billy), boss bill poster of Car No. 1, of the Great Wallace Shows, for the following statistics of the season of 1898, viz.: Car No. 1, traveled 13,107 miles, covering in all seventeen States and Territories. It billed 168 towns, using therefor 424,400 sheets of paper. The daily average of the car was 2,534 sheets. The boys on Car No. 1 are a unit in pronouncing Col. W. E. Franklin a prince. As a general agent, they all declare him to be a king-bee.

If Advertics does no more than correct the prevailing tendency to empiricism among advertisers, it will be well worth developing. Even our experts in this line are prone to rely altogether upon the results of experience and individual observation. This must needs lead ultimately either to dogma on the one hand or hopelessly involved confusion on the other.

In the meantime, their assertions savor strongly of the pretensions of the quack and charlatan.

WHAT THE DISTRIBUTORS ARE DOING

Here is a Merry Christmas to all ye distributors who read "The Billboard," and a happy, prosperous New Year. Here is hoping that every man of you who deserves success will meet with it during 1899.

THE WONDERFUL POWER.

There is a power mightier far
Than the keenest battle blade,
The deadliest shell or most murderous gun
Which the skill of man has made;
A power that reaches all mounts and vales
And leaps over oceans wide,
That touches the humble, toiling poor
And the wealthy in their pride.

It binds mankind by golden cords
Of brotherhood, and makes
Fraternal unions, which no change
Of Time, nor Fortune breaks.
It educates at little cost,
And Christianizes, too;
And civilizes nations as
No other power can do.

It tells of the wise and their noble deeds,
That better the human race;
Of the gifted, who try to make the world
A grander, a happier place.
It tells of the rich, who early learn
Their wealth is a talent lent
By God, and only when used for good
Is it ever rightly spent.

It tells of growth in business lives
And of work, that from day to day
Means sustenance, and home, sweet home
To millions who daily pray
Our Father in Heaven, ever kind,
Pitiful and forgiving,
For the daily bread, that to them and theirs
Will make life worth the living.

It lifts the vanquished, bids them toil
Hopefully on and win
Victory from defeat, and joy
From sorrow and chagrin.
It carries light, where all was gloom,
Grief, trouble and unrest;
Warns the rash tyrant of his doom
And champions the oppressed.

It calls to arms when foemen scoff
At law, and claim that right
Is just the price of tact, and force
The heritage of might,
That liberty is for the strong,
And ease for those who dare
To wrest it from the toiling throng,
Despite protests and prayer.

It tells of peace, of blessed peace,
When war's stern work is done,
And traitors taste the Dead-sea fruit
Their selfish course has won.
And it sings of days that will multiply
Into fruitful, prosperous years,
And of Independence, where but late
Was servitude and tears.

It heralds national holidays,
When for a blissful while
Earth's weary, toiling, struggling souls
May rest and sing and smile.
The glorious Fourth, when banners float
And music fills the air;
Thanksgiving, when we praise the Lord
For his unceasing care.

But best of all the holidays,
When old and young grow gay;
It heralds the blest Christmas-tide,
Our Savior's natal day,
That sweetest time of all the year
By children loved the best;
That Mecca to which, without fear,
They march in joyful quest.

Sing ye, who will, of powers that seem
To promise large success;
I choose an ever-growing theme,
My song is of the Press.
The Press, that speaks in earnest tones
When anxious people wait,
To see Rights glorious triumphing
And wrongs' ignoble fate.

The Press—the Press. Oh! keep it clean,
Oh, keep it true and strong;
A terror where'er vice is seen
Or a hint of oppressive wrong.
Oh, wondrous power to rectify,
To elevate and bless,
God speed to it and to all those
Who shape that power—the Press.

ANGIE FULLER FISCHER.

Omaha, Neb.

Angie Fuller Fischer, the author of the above poem, is the wife of Geo. E. Fischer, the well-known veteran distributor of Omaha, Neb. Both she and her husband are semi-mutes. Under the circumstances, the musical rhythm of the lines is truly remarkable.

Lea, Wood & Co. is the name of a new firm in Lowell, Mass., which contemplates house-to-house work on a large scale. It is a medicine concern.

To the Members of The International Association of Distributors:

Greeting.—I take this opportunity to write you, as Secretary. We have certainly been very successful during the year 1898, having added to our membership roll about 200 names. At the beginning of this year we were in debt to the extent of $300; at this writing, we are practically out of debt.—We owe a small amount, but have enough money in our treasury to pay the indebtedness, leaving us a fair bank account.

We have proved to the advertiser that we, as an association, do guarantee our work, having paid several losses sustained by them through our members. Taking into consideration that we now have about 500 members, we certainly can say that our association as a whole is reliable. When a body of 500 men in different parts of the United States and Canada do work for advertisers for twelve months and only a few are found to have violated their contracts, we can say that we are an honest organization. I believe that a year hence the officers of our association can send out a certificate issued to our Treasurer from the bank in his city to certify that we have $1,000 in cash on deposit to guarantee the work of our members. This should be an inducement to advertisers to give us their patronage. It will also make our services worth more than others, as the advertiser will be taking no risk. They really are not risking anything now, but some of them have their doubts as to whether we will make good any losses.

I would like to have every member take hold of the work and try to increase our membership. I have one or two of our members in line who have during the year been the means of inducing six or seven distributors to join us. Now, if every member would only be the means of getting one new member in six months, we could almost complete our organization in the next year. You will understand that to be a complete organization, we must be represented in every town of from 5,000 population upwards. It would even be better could we have members in smaller towns than these.

A few of our members are rather slow in paying their dues. I would like to impress upon the minds of all those who have not paid that it is necessary to have money in order to conduct the association affairs properly. I do not think any member has a right to get behind with his dues. He certainly is deriving just as much benefit from the association as those who pay promptly.

I have every reason to believe that the funds have been used judiciously. While business has not been as good this fall as usual, prospects are bright for the coming year.

I would like to see every member's name in the list of "The Billboard," as it is a very convenient arrangement for the advertisers. It also saves the Secretaries considerable labor in compiling lists to send out.

Wishing each and every one a "Merry Christmas" and a prosperous year for 1899, I beg to remain, yours fraternally,

W. H. STEINBRENNER,
Secretary, I. A. of D.

Tips.

The following firms will continue to use the services of distributors during the month of December, viz.:

Dr. W. S. Burkhart, 121 E. Seventh street, Cincinnati.
C. I. Hood & Co., Lowell, Mass.
Pinkham Medical Co., Lynn, Mass.
Chattanooga Medical Co., Chattanooga, Tenn.
Hulman Coffee & Spice Co., Terre Haute, Ind.
R. T. Booth Co., 20-21 Auditorium, Chicago, Ill.
Pe-ru-na Drug Co., Columbus, O.
Erie Medical Co., Buffalo, N. Y.
Dr. Pierce, Buffalo, N. Y.
Lipton Tea Co., 80 Front street, N. Y.
The Dannemiller Co., Canton, O.
S. A. Sloman & Co., Cincinnati.
Prof. J. H. Austin, Minneapolis.
Dr. M. Spiegel, Albany, N. Y.
The Crescent Macaroni Co., Davenport, Ia.
P. J. Sorg & Co., Middletown, O.
The Swift Specific Co., Atlanta, Ga.
Scott & Bowne, New York.
Dale & Sheridan, Sumner, Ill.
The Mack Tobacco Co., Cincinnati, O.
Bellevue Medical Co., Chicago.
Cook Remedy Co., Chicago, Ill.
New Era Cooking School, Worcester, Mass.
Bloom Balm Co., Atlanta, Ga.
Anti-Pill Co., Lincoln, Neb.
Wilson Drug Co., Lexington, Ky.
Billings, Clapp & Co., Boston.
Fries Bros., 92 Reade street, New York.
Hope Chemical Co., 479 La Salle Avenue, Chicago, Ill.
Morley Drug Co., Chicago, Ill.
E. M. Cheesman Mfg. Co., 347 Fourth Avenue, Pittsburg, Pa.
Kondon Mfg. Co., Minneapolis, Minn.
Dr. Shoop, Racine, Wis.
New York Central R. R., (advertising department), New York City.
Arthur Peter & Co., Louisville.
Dr. S. A. Tuttle, 27 Beverley street, Boston, Mass.
James F. Ballard, 310 N. Main street, St. Louis, Mo.
New Spencer Medicine Co., Chattanooga, Tenn.
Smith Medical Co., St. Louis, Mo.
J. P. Mills, 55 Liberty street, New York.
Baird Bros. & Co., Cleveland, O.
Dr. Bosanko, Philadelphia, Pa.
Jas. Heekin & Co., Cincinnati, O.
Egyptian Remedy Co., Denver.
P. B. Keys, agent, Chicago, Ill.
The U. S. Salyx Co., New Concord, O.
Dr. Chase Med. Co., Philadelphia, Pa.
Dr. Miles Med. Co., Elkhart, Ind.

Distributors' Chat.

The almanac season is now at hand, and distributors should write advertisers at once. They will make up their lists between now and the first of the year, and shipments will then follow. The Feister Printing Co., of Philadelphia, and Avery Rand, of Boston, are said to be running night and day on large orders for almanacs.

December is a good month in which to get after the insurance companies. They all use large quantities of calendars, and they want business-district service exclusively. If you can devise a scheme to get into the offices and actually hang the calendars conspicuously (and make it a hard matter to remove it), they will pay double sign-tacking rates.

O. P. Fairchild, Treasurer of the I. A. of D., makes an ideal official. The association has a watchful, careful and exacting custodian of its funds in the veteran of Covington. Not a single cent will go wrong while he is in charge, and the expenses of the organization are going to be regulated by its receipts. Mr. Fairchild believes in paying all honest debts, but he will kick, and kick hard, about going into debt when there is a scarcity of funds to meet the new obligations.

The Oregon Indian Medicine Co., Corry, Pa., are getting figures from distributors. They prefer I. A. of D. members, when they can find them.

Dr. N. C. Davis, Frankfort, Ind., is booming a new kidney cure by means of house-to-house distributing. He does not advertise west of Denver nor east of the Allegheny Mountains, but he takes everything in between.

A subscriber in Hamilton, O., writes as follows:

"There was an ordinance passed a short time ago in this city, compelling all samples of any nature to be handed to some one of the family that would appreciate it and know what to do with it. It is a good thing; no doubt, but the trouble will be that advertisers won't pay the price per 1,000 that is demanded for this work, even if they know that it is the best service they can get. What do you think about it, and are there any other cities that have such laws? According to Judge Bradley's decision, of the United States Supreme Court, it is unconstitutional. But the best plan, I suppose, is to leave it as it is."

We approve the ordinance. Los Angeles, Cal., has a similar law. Judge Bradley's decision has no bearing upon this ordinance. You are quite correct; leave it alone, and charge accordingly.

Edw. B. Bridger, of Atlanta, Ga., wishes us to extend in his name a Christmas greeting to all members of the I. A. of D.

E. F. Corson, Mason City, Ill., writes: "I find I can not do without "The Billboard."

We want all of our numerous and true friends among the distributors to understand that they can call upon us for help, advice or information whenever they so desire. We are always glad to aid you in any manner within our power. Write us whenever you feel like it.

C. L. Lane, manager of the Union Advertising Company, (distributors), at Bellefontaine, O., has returned from Porto Rico. Mr. Lane was a member of the famous Fourth O. V. I.

Jas. Donaldson, of Ithaca, Mich., is hereby notified that Rob. Donaldson, the bill poster at Decorah, Iowa, is hunting up some missing branches of his family, and wants to hear from him.

Sometimes when an advertiser refuses to pay a distributor, we can collect the account by threatening to expose him. We are always glad to aid our subscribers in this way. We have been very successful, and have collected hundreds of accounts.

A. Proctor, a local distributor at Lincoln, Neb., writes as follows, viz.:

"Can you tell me through "The Billboard" why it is that the I. A. of D. will not accept but one member from any one city, whether the population is 1,000 or 75,000? Do they think one man can take care of the distributing business, sign-tacking, etc., for a city of 60,000 people? If so, I am willing to keep still and be good, but if it is necessary to use more men in the distributing of the matter that comes to a city of that size, why, why oh! why can I not be admitted as a member of the I. A. of D. and receive the benefits, etc., if I fulfill all obligations?"

(Editor's Note.—The I. A. of D. is a close association. In large cities, the member seldom carries the sack himself. He employs men to do the work, while he himself merely oversees it. It is doing good work. We believe in and endorse it, but we believe, too, that it could be broadened in scope and character. Unattached distributors who do good, faithful work may rely on our consideration also. A distributor is a distributor or a rascal. If he is an honest distributor, "The Billboard" is his friend, no matter whether he is an association member or not. If he is a bum and a loafer, we will have none of him.)

Under date of Nov. 2, Mr. Geo. W. Vansyckle, of Indianapolis, writes us as follows, viz.:

"The writer has just returned from Muncie, Ind., where he was called by Mr. H. T. Hayes, of the Dr. Chase Co., to view the waste of "Paine's Celery Compound" booklets.

"Mr. Hayes happened into Muncie Monday p. m., saw the way the matter was being used, and promptly telephoned our office and asked that our Mr. Vansyckle be sent there as quickly as possible. The writer boarded the first train and was soon upon the scene. Accompanied by Mr. Hayes and our Mr. Fickes, (local representative), we covered some of the streets that had been done but a few hours before, and found every book lying on the grass or lawn, and in some cases two books in each yard. In addition to the work being done in this manner, a local druggist had his imprint stamped on every book and a sheet advertising his own remedies placed inside every book. Mr. Hayes personally saw and followed the man doing this work. The yards are strewn with more than a dozen different kinds of advertising matter and the inhabitants seem to be greatly surprised and pleased at the manner in which we distributed the Dr. Chase Co. circulars, 4,500 of which we have just placed in that city."

The poor work referred to was done by an I. A. of D. member at that, which makes it all the more aggravating. He was promptly expelled, be it said to the credit of the organization.

If distributors will read the advertising papers and get a number of good arguments pat it will aid them in soliciting local work.

Thos. Manion, the I. A. of D. member at Mt. Vernon, Ill., was elected Sheriff of that county Nov. 8. He is compelled to quit the business. He has a nice bill posting plant, which is for sale, cheap and on easy terms.

W. C. Tirrill, the hustling Secretary of the Ohio Bill Posters' Association, has been chasing around the State in the interest of that organization, and incidentally has dug up six new members for the I. A. of D.

E. H. Norris, of Newport, Vt., is highly recommended.

Thomas Kain, of Middletown, N. Y., writes that though business has been a little dull, the outlook is bright.

Jacob Bevier, of Hudson, Wis., has some excellent home references.

The Parkersburg (W. Va.) Advertising Company, I. A. of D. members, now consists of the firm of Kemery & Cheuvront. Mr. McPhail has retired and is now ahead of the Female Drummer, one of Blaney's attractions.

Harry F. Miller, the distributor at Schenectady, N. Y., has changed his address to 611 Chapel street.

Abel. W. Gilson, of Attleboro, Mass., signed a contract with the Sterling Remedy Co., agreeing to accept stock in pay for his work, without knowing it.

Donat J. Le Febvre has resigned his membership in the I. A. of D. This leaves Manchester, N. H., a very valuable franchise open.

If advertisers who do a large amount of house to house distributing would give this line as much time and attention as they do their newspaper and magazine advertising, or even bill board, much better results would follow. But few houses conduct their distributing department systematically, and even those can improve largely. There are now reliable and honest distributers in every town and city of importance, who make distributing their exclusive business, but they lack the support of advertisers in general, thus many are obliged to give up the business after an honest endeavor to establish themselves, while at the same time if they could secure the matter that is annually wasted in their city, they could have a nice permanent business.—Up-to-Date Distributor.

Printer's Ink says: One advantage of the newspaper over the circular as an advertising medium is that it not only prints your advertising but attends to its distribution as well.

The Little Schoolmaster should have said "attempts to." Nine times out of ten it does the one poorly and lies about the other.

A LITTLE STORY WITH A MORAL.

BY R. E. S.

A little ad,
A trusty lad,
Went thro' the streets together;
From door to door,
Good words they bore,
In any kind of weather.

The merchant had—
He had "be gad"—
Just what the people wanted;
The people hied,
With rapid stride,
The merchant's store was haunted.

The moral here,
Is very clear,
So follow its advising;
The little lads
With little ads
Make paying advertising.

—Ad-sense.

Omaha.

The New York Family Story Paper is the first of the sensational New York papers to be distributed in Omaha, and the regular distributor is not to be trusted, so it is done by "our own distributor," who picks up saloon bums and street-corner loafers at a low price, and holy horrors! what distributing!

The Dr. Dix Tonic Pills were well distributed. They sent out their own man, and he was "a hustler from way-back."

We will guarantee that more of Dr. Miles' circulars were found on Twentieth street than of any advertising matter put out in Omaha within thirty days. The writer picked up twenty-five in one block.

Where was Dr. Burkhart's inspector during the distribution of that firm's samples in Omaha? Burkhart played the hog and expected the very best of distributing at a price that would not allow the employment of boys and allow a fair margin. We can prove every assertion we make and dare W. S. B. to come on and put us to the proof!

Kondon Company's Catarrhal Jelly is being distributed here now. Least said, soonest mended. As to the merits of the distribution in some parts of the city, ask the druggists!

Say, have you met any of the Combine's inspectors? Fischer, of the Fischer Distributing Agency, says he has, and we give his version of two of the encounters: No. 1—"Who are you distributing for?" yelled a man to Fischer, one day. "You have eyes and see not," was Fischer's retort, as he drove off, inspecting the work of his men.

The Draper Medical Institute, a local firm, had a man and boy distributing cards ahead of the Fischer Distributing men, when a very gentlemanly-appearing man came up and inquired the cost of putting out 20,000 cards and said that if his partner was agreeable, he should discharge the man and boy, and give the work to Fischer. The joke of it was that Fischer knows both the members of the firm composing the Draper Medical Institute, and on that fact being made known to the inspector, he turned on his heel and went off, scratching his head. That inspector ought to have a leather medal.

Mrs. Angie Fuller Fischer has been seriously ill, but is again able to be about the house.

C. I. Hood & Co. were unfortunate in their last distribution—500 to a barber shop. That firm has not done any distributing in Omaha this season. AJAX.

"The Billbard" has been helpful to distributors, and distributors themselves can make it more so if they will but take the trouble. Always bear in mind that we are your friend, and that there is hardly anything we will not do for you within reason.

Overmuchness.

Good advertising—the kind that sells your goods— is natural advertising, not the rainbow-chaser variety. You wouldn't have much faith in the representations of a man that was making an effort to sell you a lot soap and used his rhetorical powers upon you much as if he was delivering a speech to a band of patriotic citizens. It would be natural to cut him off just as quickly as possible, and you wouldn't buy one single cake of soap.

Be it a poster, booklet, bulletin or demonstration exhibit—always be clear, forcible and terse. Sacrifice nothing for elegance, and avoid verbosity as you would the plague.

Once there was a real estate broker at Chicago—this was in boom 1889-92, who dealt in lots, and it was his practice to report weekly sales. There was very lively competition, and to show up better than his neighbors in the business he made the number of the existing week greater than that of the week before, with the result that inside of a year he had reached a point which made it impossible for any newspaper to accept his report as an item of news. The man claimed as his personal sales a number greatly in excess of all the lots sold in that city for the week.

The moral of this story is for the benefit of the "yellow" journals. Under their rule of increase it is possible for them to get to a point where their claimed circulation is greater than the total population of the country. Vaulting ambition is liable to overreach itself.—The newspaper Maker.

The splendid display made by advertisers using posters is also a sign of the activity which is felt among advertisers generally; and the conviction of the men who are best able to judge is that business for the three last months of this year will equal in amount and in profit that of the same period of 1893—one of the best years for advertising.

The value of advertising, even in the yellowest of yellow journals, was proved in a queer way a short time ago. One of these publications printed in its Sunday issue a fake news story explaining in detail how the Edison General Electric Company had managed to fit up a horseless carriage that could be sold for $100. Within two weeks after publication of this ghost story hundreds of letters asking about the device, and some ordering the vehicle, were received at the main office of the company in Schenectady.

United States Mile Board Advertising Co.; Detroit, Mich.; manufacturing and sale of advertising mile boards and other advertising matter; $100,000. Wm. A. Gavett, Chas. A. Hotchkiss, Rufus W. Jacklin.

The Home Visitor, a Philadelphia monthly, is contracting for house-to-house distributing with a view of securing subscriptions.

The St. Albans Remedy Co., of St. Albans, N. H., is said to be distributing through nearby distributors.

The Digestor Co., 34 Washington street, Chicago, is introducing a dyspepsia cure. Booklets and samples both are used.

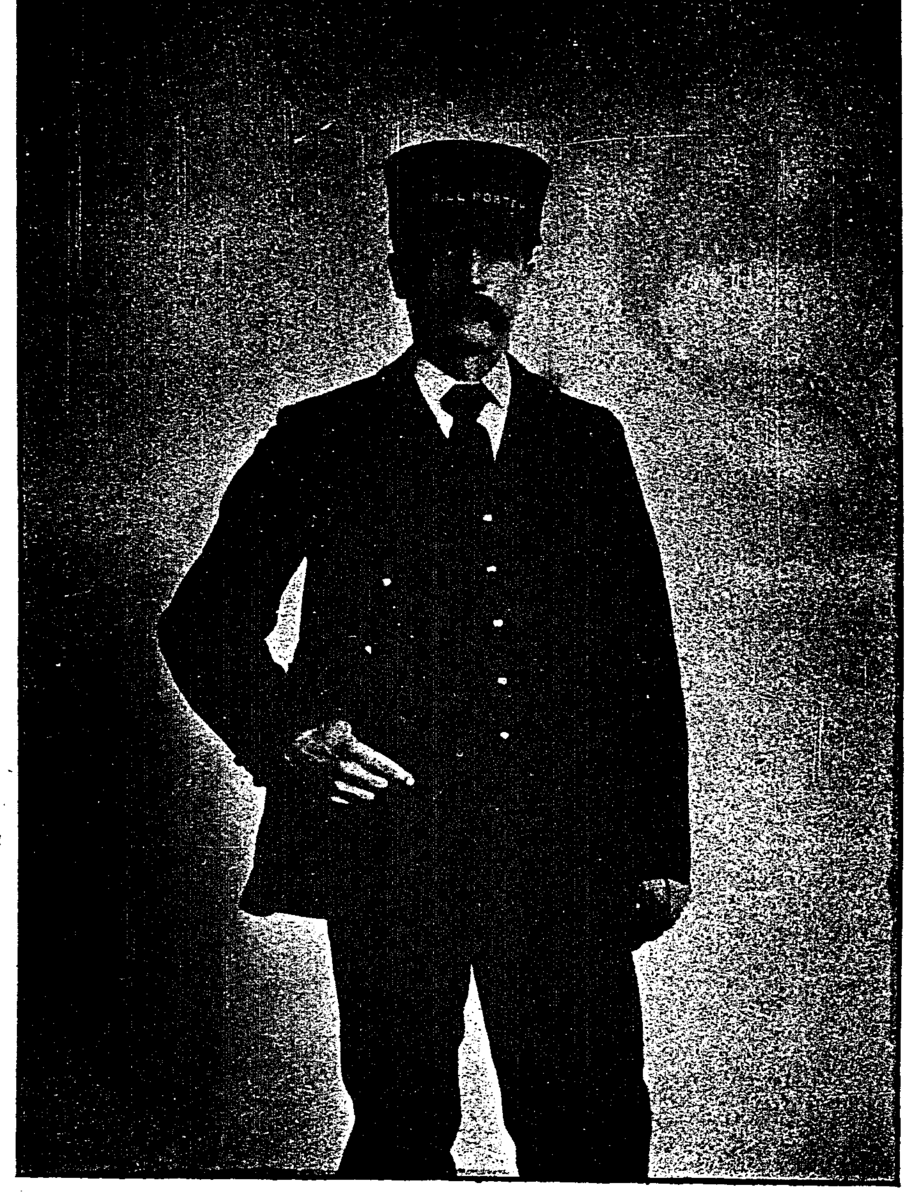
It pays to belong to the I. A. of D. Here is an excerpt from a letter written to the Secretary by J. B. McConnon, of Dayton, O., viz.:

"P. S.—If any of the members kick, that the I. A. of D. does not benefit them, refer them to me; tell them to ask me what I think about it. I will quickly tell them the reason they don't get the benefit. My former partner was the same way—always kicking that the officers were the only ones getting any business; but I am satisfied."

Avenue, picturing a man in the act of choking a woman. The picture represents a scene in "Devil's Island." The statute provides that it shall be unlawful for a person to display on a bill board a picture of any personal violence. Dr. Mary A. Willard, of the W. C. T. U., says she will be willing to make complaints against pictures representing battle scenes.

Advertisers in Default.

"You can publish in your list of advertisers who are 'dead-beats,' the following: Newton Manufacturing Co., 95 Williams St., New York City, from whom we are unable to collect $20 for March advertising; Charles Pliny Earle, Gouverneur, N. Y., whom we are unable to collect $5.60 from, and whom we understand to be postmaster there; Dr. J. A. Thompson, Alexandria, Va.; E. S. Bernard, 179 Franklin Street, Chicago, Ill., and George Murphy & Co., Quincy, Ill.



WM. CADMAN, Appleton, Wis.

Detroit News.

On the boards: Duke's Mixture, Star Tobacco, Scalping Knife Tobacco, "Our Governor" (Pingree) Cigar, New Dice Plug, Battle Ax, Della Rocca Cigar, Thos. Carlyle Cigar, Pittsburg Stogie (painted signs), Softene Powder, Eclipse Shirts, Red Cross Cough Drops, Dr. Pierce's Golden Medical Discovery, White's Yucatan Gum (painted signs), Soda Mint Gum (signs and posters), Virginia Sweet Pancake Flour, Lion Coffee, Pepsalt, Uncle Jerry's Buckwheat Flour, Acorn Stoves, Laurel Stoves, Garland Stoves, Cleveland Horse Show; also all kinds of posters for local merchants, besides opera-house posters.

More distributing being done than ever before.

The National Distributing Company is going to move into larger quarters in the spring, as they have outgrown the place where they are. Molton's branch here is doing fine, with lots of business.

The W. C. T. U. women have succeeded in their efforts, and yesterday Officer Hayes made a complaint before Police Justice Sellers, resulting in a warrant being issued for Henry W. Walker and Wm. S. Foster, of the firm of Walker & Co. The two are charged with posting a lithograph on the bill board at the corner of Farmer Street and Monroe

Will A. Molton, of Cleveland, says: The season for the distribution of almanacs will soon be at hand. Following is a list of firms who usually issue such for free distribution:

Peruna Drug Manufacturing Co., Columbus, O.
Radway & Co., 55 Elm street, New York.
Lyman Brown, 30 Reade street, New York.
Chas. A. Voegler Co., Baltimore, Md.
Hostetter Co., Pittsburg, Pa.
W. H. Comstock Co., Morristown, N. J.
Dr. D. Jayne & Son, Philadelphia, Pa.
Chattanooga Medicine Co., Chattanooga, Tenn.
G. G. Green, Woodbury, N. J.
Dr. J. H. Schenk, Philaledphia, Pa.
D. Ransom & Son, Buffalo, N. Y.

W. B. Porter, of Oakland, Cal., a member of the I. A. of D. and a cracking good distributor, sends us a letter he recently received from Dr. Shoop, of Racine, Wis. We make the following excerpt from it: "Enclosed we hand you shipping bill for 60,000 more booklets, to be distributed in Oakland. We have received good results from your work, and for that reason we are sending you more booklets in proportion to your population than we are sending to any other city at present. So long as you continue to give us absolutely faithful service, these results will constantly increase, and the work which we send you will increase with it. We also send you with the books material for sixteen complete window displays."

Geo. W. Vansyckle writes: "We are having unexpected success at Muncie, Ind., and have been kept very busy in that city from the start. At Indianapolis we are taxed to the utmost limit of our capacity."

The wife of J. A. Clough, of Chicago, has been very ill.

The firm of Dunphy Bros., consisting of W. F. Dunphy and Paul A. Dunphy, of San Francisco, have stolen the official cuts (trademarks) of the I. A. of D., and are advertising themselves as members of the organization. THEY ARE NOT.

Geo. E. Fisher, of Omaha, sends us the following clipping:

An ordinance has been passed in Los Angeles, Cal., forbidding the distribution and throwing about of samples of drugs and patent medicines in any public car or other conveyence, on any public street or alley, or in any private yard or premise.

Poster Printers

Thos. McDowell, foreman of the pressroom of the Donaldson Litho. Co. for the past eighteen years, died of typhoid fever November 15. His wife is a Christian Scientist, and a physician was not called in until Wm. M. Donaldson, of the printing house, learned of the matter, and insisted upon it. It was then too late, however, and he succumbed. The coroner rendered a verdict in accordance with the facts, and the Christian Science doctor (?) who treated him has been held in bond to answer.

Mr. McDowell entered the employ of the Donaldson Litho Co. in 1868, and for over thirty years was a faithful, pains-taking and conscientious employe.

He was one of the best lithographic pressmen in America.

The Enquirer Job Printing Co., of Cincinnati, is making the largest poster the world has ever seen. It will be 168 sheets in size; that is to say, four sheets high and forty-two sheets long. It will measure nine feet high and 143 feet long. It is to advertise the Buffalo Bill shows.

Wm. A. Webb, Chairman of the Cincinnati Typothetae Committee, sent out the following letter to members of the organization November 18, viz.:

At a meeting of the Committees of the Cincinnati Typothetae and the Allied Printing Trades Council of Cincinnati, representing Typographical Union, Typographia Union, Printing Pressmen's Union, Stereotypers' Union, Bookbinders' Union, Pressmen's Assistants' Union, and Electrotypers' Union, appointed to consider the question of wages for the shorter work-day, held November 17th, the following agreement was made:

"That the nine and one-half hour day, or fifty-seven hour week, be established on November 21, 1898, and that the wages be at the rate of two hours per week less than paid in the various departments."

The term "two hours less per week" is intended to mean that the wages of employers will be fifty-seven fifty-ninths of the weekly wages heretofore paid, which will equal sixty cents on an $10.00 rate, and on all others in proportion.

This agreement was reached after a long and earnest, but amicable debate, and it is to be hoped that every employing printer in Cincinnati will give it his hearty support.

Hennegan & Co. are moving again. This is the third time in three years that this concern has outgrown its quarters. Their new location, it is hoped, will house them for a number of years to come.

Third-class mail matter has been ruled to include "all impressions obtained upon paper or cardboard by means of printing, engraving, lithography or other mechanical process easy to recognize, except the typewritten letter or manifold copy," these latter being classed as first-class matter.

The Corporation Record is not much of a paper, even if they do charge $10 per year for it, but it is a mighty handy thing for the manager of a lithographing house to have about.

The object of the Corporation Record is to publish an authentic weekly report of the organization of new incorporated companies, in all the States, where the law requires that the charter be recorded in the office of the Secretary of State. This information is collected with the greatest care by its own correspondents at the State Departments of their respective States, and is reported as soon as the papers reach said offices.

When you first see a sample copy you will not be able to see where the ten dollars comes in, but after a while you will see more clearly. Shortly thereafter you will part with the ten, and find it a very good investment too. It is published at 219 G street N. W., Washington, D. C.

Speaking of publications reminds us of that greatest of all great technical journals—The Inland Printer. If there is one printing house in America that can not afford $2 a year for it, said house ought to be ashamed to acknowledge it. It's worth $25 a year easily.

Cincinnati certainly does turn out some remarkably fine posters. The Russell-Morgan 8-sheet for Pettijohn is about the prettiest strong poster and the strongest pretty poster put out this month, to say the least.

Letters to the Editor. A Monthly Experience Meeting and An Open Court

Carlisle, Pa., Nov. 17, 1898.
Editor of "The Billboard:"

"The Billboard" is always interesting, bright, newsy and up-to-date. There is always much of interest in it to distributors. And not only to distributors, but advertisers in general. I should miss it very much, should I be unable to get it.

Wishing you much prosperity, very truly yours, W. M. MELOY.

Livingston, Mont., Nov. 9, 1898.

Editor of "The Billboard:"

Enclosed find check for $2 to pay our present subscription, and one year in advance.

We have had a very good business this year, and it is constantly increasing. We have paper waiting for room on the boards nearly all the time, and we are increasing our boards constantly.

We enclose a cut of our latest, which is on a prominent corner in the central part of town.

Wishing "The Billboard" continued success, we remain, yours truly.
WELLS & CHAMBERLIN.

Milwaukee, Wis., Nov. 10, 1898.
Editor of "The Billboard:"

Your valuable paper, "The Billboard," is a welcome visitor every month.

Work in our city has been good this fall. I was telegraphed for at the I. A. of D. convention at Chicago in July, and have distributed a half million books, samples and circulars since that date, and have more work in sight.

I give honest service, or expect no pay. Results prove the work, and I am thankful. We, as distributors, have got to work out our own salvation on this line if we expect to succeed and gain the confidence of the advertisers at large.

Distributing in the last two years in this city has increased, and through sharp competition the advertisers are getting better service. There are four concerns here that do this class of work, including your humble servant. Three of them follow distributing only. The Cream City Bill Posting Company cares little about the work of distributing, and makes no effort to secure work of this class. I was told some time ago by their manager, Mr. Frank Fitzgerald, that they cared little for distributing jobs, as the advertisers were getting too particular, and did not pay enough. Their boards have been covered this season. They have been forced by prosperity to enlarge their plant.

Foster-Milburn Company, of Buffalo, has just finished some city work here, and it is poorly done. Porches, yards, streets, mud and rain has been their fate. The Chicago Tribune is getting the same deal.

Drs. Chase and Miles' work was well done, while Pepsalt was poorly done. Other work was curled up and stuck in the fences or thrown on lawns. Henderson Corsets advertisements were thrown on the streets and on lawns. Lion Coffee was well sampled here and the signs well tacked up.

Dr. Pierce, of Buffalo, has elegant bill board displays here. Their own man did their distributing, and got called down by the firm for twisting up the book (a nice little memorandum book) and throwing it from the sidewalks into the houses and yards. He used two small boys.

My work has been: 275,000 circulars for local firms, 50,000 circulars for Wells-Richardson Company, 55,000 for Lydia E. Pinkham Med. Co., 52,000 samples for Dr. Burkhart, 43,000 samples of Allen's Foot Ease, and 25,000 samples of Kondon Catarrh Jelly. You can not find any of the above work that I have done, paving the streets. It was placed under the door, or if too thick to go under the door, it was placed on the knob or high up in the jam, out of reach of the children.

Dr. Shoop, of Racine, has done a good deal of distributing here in the last year. He uses rubber bands and front doors, attaching samples to door-knobs, never going to the rear of houses. These rubbers are collected by small children, who carelessly waste the advertising when they see what it is. The sooner the Doctor gets these rubbers done away with, the better off he will be. They may do for small towns, but for cities where the houses are thick, they are a failure.

I am glad to hear that advertisers have consolidated their inspectors. I hope to have one in our city all the time.

I shall close now, Mr. Editor, as I do not want to take up too much space in your paper. Pardon me. When I get wound up, it is hard for me to run down, being a crank on distributing. Yours truly,
WALTER D. DIXON.

Goshen, Ind., Nov. 6, 1898.
Editor of "The Billboard:"

As you have not heard from me for quite a while, I will give you a list of what I have been doing.

I have posted the following paper: 4 eight-sheet stands and 20 three-sheet stands for Lion Coffee people, 3 twenty-four-sheets and 4 eight-sheets for Beeman Pepsin Chewing Gum Co., 3 stands twenty-four-sheets for Omaha Exposition Co. I have put out 4,000 books through the country for "Perfect Manhood," 2,000 books for Dr. Chase's Blood Food. I have posted also twelve stands 4-8 sheets for Merman's Toilet Powder, and distributed 4,000 samples of same; 8 sixteen-sheets for Royal Remedy & Extract Co.; 20 three-sheets for Elkhart County Fair; 9 stands 4 eight-sheets, 15 stands 12 four-sheets for Battle Ax Tobacco; 9 eight-sheets for Star Tobacco; 3,000 samples of Dr. Williams' Nine O'Clock Washing Tea; 20 2-sheets, 20 one-sheets for Liggett & Myers Tobacco Co., 8 stands of two-sheets for Warren & Co.; 20 one-sheets, 12 twelve-sheets, for Horse Shoe Tobacco Co.; 30 two-sheets for Duke's Mixture; 240 two-sheets, 18 stands sixteen-sheets for Hote's Display Advertising Co.; 3,000 books for Miles Med. Co.; 3,000 samples for Dr. Burkhart; 500 one-sheets for Goshen Daily Times; 87 two-sheets for Cohen's Dry Goods Co.; 2,000 samples for Dr. Shoop, of Racine; 4,000 samples for Dr. Chase; 18 stands for Dr. Pierce's Medical Discovery; 18 stands and 240 two-sheets for Dr. Pierce's Favorite Prescription; 9 stands for the "Chicago Record;" 7 stands, 4x8 sheets, for the "Hub" Shoe Store, of Chicago, and, besides, every week since Sept. 8, on an average of 18 stands, 7x4 sheets; 6,000 bills, and 125 three-sheets for the Irwin Opera House.

I have put up 115 feet of bill boards on South Main street, and a triple-decker 30 feet high on Lincoln Avenue; also, leased ground for bill board privileges between Goshen and Dunlap, along the Goshen-Elkhart street-car line.

The reason I have not written before is that I have just lately lost my father. Yours respectfully,
CHARLES KRUTZ.

Williamsport, Pa.
Editor of "The Billboard:"

Since writing you last month, can only say that since then all my men have run on a hustle from early morning until late at night.

About six weeks ago we covered this city, and all my county routes, six in all, for the American Tobacco Company, displaying Battle Ax posters; 2,500 sheets were posted.

About ten days ago a contract was made with the Drummond Tobacco Company to post this city and all routes, telling the people the good qualities of Horse Shoe Tobacco. 2,500 sheets was their shipment. To-day I closed a contract with the Liggett & Myers for the famous Star Brand.

We have just completed our first posting for Quaker Oats, of -twenty-four-sheet, 8 stands, which was done through O. J. Gude.

Sam, the Hatter, our leading gents' furnishing house, will try bill boards this month with a fine one-sheet.

Wheatlet had its first display in this city the past month in the form of a fine sixteen-sheet, the work coming from Stahlbrodt.

The Pennsylvania Railroad was a user of bill boards, advertising the Peace Jubilee at Philadelphia with a fine two-sheet.

Carlyle Cigar eight-sheets were among the new posting here the past month, and came from Sam W. Hoke.

I made a new contract with the J. W. Brant Co., of Albion, Mich., to do all their work during the next year.

Besides all the above, we do all the work for the Lycoming Opera House.

I will close now for this issue, and give some of the others of the craft a chance at your valuable space. You will hear from me again next month. Yours for success,
GEO. H. BUBB.

Centralia, Ill., Nov. 7, 1898.
Editor of "The Billboard:"

I have succeeded Crittenden & Co. here, and am striving to build up a good business by doing good work, listing and protecting displays.

I have built a number of new boards this fall, and business has been fair.

I had Ament's, La Pearl and Pawnee Bill's Shows to post, although the latter did not show, on account of the heavy rain.

I posted paper for the American Tobacco Company, State Fair, Drummond Tobacco Company, Coca-Cola, Zeilin & Co., Lion Coffee, Beeman Gum Co., Liggett & Myers, Sterling Remedy Co., Candy Bros., Sorg & Co., and a number of street fairs, besides local work.

I distributed samples (2,000 each) this month for Dr. Burkhart, F. E. & J. A. Green and Cherry Med. Co.

I have 7,000 square feet of boards (not including one or two-sheets), all of which is located on business streets, and mostly in the heart of the business district.

Thanking you for the interest you manifest in me, I am, respectfully yours,
JOSEPH E. HEFTER.

Detroit, Mich., Nov. 4, 1898.
Editor of "The Billboard:"

Knowing that you are fair in all matters, and always publish both sides of a question, I thought I would write and say that in one issue of your paper you said that the work done in Molton's branches was not as good as though it were done under his own supervision.

Now, the managers of all his branches are old distributors, and know their business. I have been a distributor for five or six years, and I know that if I should do one bad job of distributing, I would not secure any more. So if Molton sends us some work, why shouldn't we do it right? If we did not, we should not get any pay for it, just the same as though we had received the work direct from the firm. So you see we can do good work, even though the "boss" is far away. Yours respectfully, M. A. BONDY.

Olean, N. Y., Oct. 27, 1898.
Editor of "The Billboard:"

Thinking it might be of some benefit to the craft, we give a record of the business done the last thirty days.

Battle Ax, 8 and 12-sheets; Lion Coffee, 8 and 12-sheets; Wheatlet, 16-sheets; Capadura Cigar, 1-sheets; Robert Burns Cigar, 8-sheets; Della Roca Cigar, 3 and 8-sheets; Burt & Packard Shoes, 8-sheets; Means Shoes, 3-sheets; A. E. Nettleton Shoes, 3 and 6-sheets; Soris Shoes, 1-sheets; Regal Shoes, 1-sheets; Yukon Girls Cigar, 2-sheets, Erie R. R., 1-sheets; S. & S. Hats, 1-sheets; Stawes' Hats, 1-sheets; N. Y. Journal Political Cartoons, 8 and 16-sheets.

We have distributed for Dr. Miles, Dr. Chase, Wells-Richardson Co., Farrar & Barlow, and Erie Railway.

We wish for the success of "The Billboard" and everyone in the bill posting business.
Yours truly,
OLEAN BILL POSTING CO.

Thibodaux, La., Oct. 23, 1898.
Editor of "The Billboard:"

This month has been a good one for us. We have been posting for Drummond Tobacco Company, 12 and 8-sheets in Thibodaux, Lock Port, Napoleonville and Donaldsonville. This is our regular circuit. We have just established a branch in Donaldsonville, (population 5,000).

We erected a lot of new boards, and have control of all the boards owned by the opera house.

Donaldsonville is an up-to-date town, and printing houses sell lots of posters to merchants.

Napoleonville is a good town (population 1,000), in the center of the sugar district. We have good boards there, and keep them full of paper. In Houma, Lockport and Thibodaux we have all on same boards, only adding a new board whenever we get a location. Thibodaux has a population of 5,000, Houma 3,000. This gives us Terrebonne, Lafrenche, Assumption and Ascension Parishes, (counties), with a total population of 80,000 to 90,000.

We have our own teams, and employ men to do our distributing. This is the rich sugar district of Louisiana.

The following is the paper on our boards in Thibodaux: 25 twelve-sheets and 50 two-sheets of Horse Shoe Tobacco, 25 three-sheets of J. L. Ancien (local), 25 three-sheets of Mrs. J. N. Wright (local), 5 twenty-four-sheet stands Cascarets, 50 one-sheets of S. Blum & Sons (local), 100 one-sheets of Sen Sen, 25 three-sheets of Columbia Bicycles. We have also done distributing for Dr. Miles.

By the time this letter will have reached you the quarantine will have been raised, and we will be free people once more.

This will be the largest sugar crop Louisiana has ever had.

Wishing you and all the members of the craft success, we remain, very truly,
THE AMERICAN BILL POSTING CO.
C. P. Anslet, Manager.

Shelbyville, Ind., Nov. 2, 1898.
Editor of "The Billboard:"

Be kind enough in next issue of "The Billboard" to correct a mistake. If my letter to you read that I had distributed 10,000 for Chase & Co., that was my mistake. Chase Med. Co. distributes regularly with us for our city. However, Pinkham Co. has distributed the county through us, putting out 15,000 pamphlets twice a year. Pinkhams are our greatest advertisers in the distributing line. Respectfully, CHAFEE.

Franklin, Pa., Oct. 22, 1898.
Editor of "The Billboard:"

I have on my boards to this date the following paper:

Five sixteen-sheets, Wheatlet stands; 10 eight-sheets and 30 two-sheets of Spear's Head Tobacco, 5 eight-sheets and 15 five-sheets of Lion Coffee, 30 two-sheets and 30 one-sheets of Old Hornet Tobacco, 10 eight-sheets and 5 twelve-sheets Battle Ax Tobacco, 2 twenty-four-sheets Corsets, 25 two-sheets Horse Shoe Tobacco, 25 one-sheets Shoes, (local).

We have also posted this month 1,060 sheets of theatrical paper, and have done distributing for Dr. Burkhart, and are expecting a shipment from Hood & Co. Yours very truly,
ALEX. BRADLEY.

Richmond, Ky., Oct. 30, 1898.
Editor of "The Billboard:"

Work has improved immensely with me in the last few months. I have now on my boards: Twelve-sheets and eight-sheets of Battle Ax Tobacco, eight-sheets of Duke's Mixture, eight-sheets of Gen. Arthur Cigar for five months, three-sheets of John C. Lewis, of Louisville, and 1-sheets of Star Tobacco for Liggett & Myers Tobacco Company.

I have just finished a seven days' country route, placing road signs for local firms. I had Pain's Fireworks paper for Chas. Scott, of Lexington; Fields & Harrison's Minstrels paper and Barlow Bros. I did distributing for Dr. Chase, of Philadelphia, and Dr. W. S. Burkhart, of Cincinnati.

Through Ramsey, of Lexington, I have contracts for Lion Coffee, 3-sheets and 8-sheets, and with the Chattanooga Medicine Company, Kilmer and the Peruna Drug Company for distributing.

The Miles distributing was very poorly done here by a drug clerk on County Court Day, Oct. 3. It was quickly done, by placing it upon the streets in four piles, to be gathered by the school children and trampled in the mud by every one, as it was a very disagreeable day.

I wrote to Dr. Miles, thinking he ought to know, and it is the honest distributor's business, I believe, to report any such work. I can prove by hundreds of people every assertion I made to him. In fact, my little niece carried home as many as she could conveniently carry.

With best wishes to the B. P. Association and I. A. of D. members, I am, yours truly,
A. F. BYBEE.

Bowling Green, O., Oct. 23, 1898.
Editor of "The Billboard:"

During the past sixty days we have distributed for Boston Medical Institute, Dr. Burkhart, Molton Agency, Kondon Mfg. Co., Bryan & Co., Sterling Remedy Co. and seven local firms.

During the same period we posted for county fairs, 340 sheets; Battle Ax, 128 sheets; Horse Shoe, 170 sheets; Scalping Knife, 80 sheets; Lion Coffee, 50 sheets; Beeman's Pepsin, 80 sheets; C. H. & D. and Ohio Central R. R., over 400 sheets excursion paper; five local firms, 370 sheets and opera house, 290 sheets, season just opened.

Included in the above were sixteen 28-sheets and a goodly number of eights and twelves.

"The Billboard" is one of our most welcome and valuable business callers, and will bear cultivation by everybody interested in bill posting and distributing. Yours very truly, ARTHUR H. YONKER.

Knoxville, Tenn., Nov. 8, 1898.
Editor of "The Billboard:"

In your last issue, you publish a letter from one Mr. Hall, representative of P. H. Hanes & Co., in which he not only assails our manager, Mr. Barnes, but also attacks the Southern Bill Posting Co. as a whole in a very untruthful manner. On the morning of Oct. 16, Mr. Barnes, Mrs. Barnes, Mr. Hisey, Mr. Larue and myself were in our office, making preparations for the Carnival, which was to begin on the 19th. Mr. Barnes had occasion to step out for something. In the meantime, while he was gone, Mrs. Barnes left the room, going upstairs, where we had some parties making decorations.

In a short time Mr. Barnes came in, and just behind him came some one, and they went in our front office and began talking. They had talked some three to five minutes, when I heard Mr. Barnes say something about him not being here in time, or when he (Mr. Barnes) had told him he would be ready to go out with him to check the paper. This attracted our attention. The next thing we heard was the gentleman (whom we later learned was Mr. Hall) saying, "The ones I saw were on that d——d wh—r-house street." Mr. Barnes then said, "Don't use such language, as my wife is in the back room," he thinking her still there, as she was there when he had stepped out, just a few moments before. Mr. Hall then said, "I don't give a d——n about that; I came here to check my paper." He had no sooner said that than Mr. Barnes said, "Go out." Mr. Hall said, "You can't put me out." By that time I had walked to the partition door, Mr. Hisey and Mr. Larue following just behind me. Just as I reached the door, I saw Mr. Hall make a reach for Mr. Barnes. Then Mr. Barnes stepped back and picked up a piece of lath about three feet long and went after Mr. Hall. After striking at him two or three times, Mr. Barnes stopped and opened the outer door, and then finished by putting Mr. Hall out. Mr. Hall states in his letter, which you published, that we held him while Mr. Barnes beat him with a stick. This is an absolute falsehood, as neither Mr. Hisey, Mr. Larue nor myself were at any time during the scuffle or before or after it, within ten feet of Mr. Hall. I have been associated with Mr. Barnes in business for the past five years, and have always found him straight, honorable and upright, both in business and private life.

We give everybody first-class, honest service, treat all our patrons like gentlemen, and insist that they or their representatives treat us the same. Yours truly,
IKE N. DOUGLAS,
Secy. and Treas., Southern Bill Posting Co.
Sworn to and subscribed before me, Nov. 18, 1898. J. M. KING, J. P.

Aurora, Mo., Nov. 17, 1898.
Editor of "The Billboard:"

I am taking great pleasure in viewing your fruitful pages of valuable news.

I venture once more to speak to my brother bill posters and distributors all over this great (expanding) country through your spicy columns.

Since I have been engaged in bill posting, distributing and nailing up signs at Aurora, Mo., I have found it a pleasant business. I have been in this business about five years at this place, and have worked for the following parties, viz.: C. I. Hood & Co., Dr. Miles Medical Co., Brown's Chemical Co., Dr. Kilmer & Co., Chattanooga Medical Co., Peruna Drug Mfg. Co., C. I. Shoop, M. D., A. J. White, and W. T. Hanson Co. Besides, I do distributing here for local firms.

Now, in honor of the firms above mentioned, all of them have treated me fairly and justly, paying every cent they agreed to pay, promptly, and so have I, in every instance, been faithful to them, guarding their interest intrusted to my hand, for my good, their benefit, and for the honor of the Association of Distributors.

Let this be our aim in all our work. Yours,
S. MARTIN, Distributor.

(Editor's Note.—Correspondents will confer a favor by giving the full and complete address of each and every firm mentioned in their letters. It enables other bill posters, distributors and sign painters to solicit their work, and enhances the value of this department.)

Mansfield, Pa., Nov. 17, 1898.
Editor of "The Billboard:"

We were pleased to note the neat appearance in both the October and November issues of your valuable paper; each month it seems to grow more interesting, and it is read in our office from cover to cover. Wish it came weekly; it puts the bill posters in touch with what is transpiring in the outside world.

In our last letter we mentioned the contract we were expecting from a National advertiser. We succeeded in securing it from the American Tobacco Company, for advertising their great Battle Ax goods. During the month of October we posted in Mansfield 184 sheets of eight and twelve-sheet stands; we posted over our country routes 130 eight-sheets and 59 twelve-sheets, a total of 1,932 sheets, reaching into forty-eight towns and villages. Their representative, Mr. Wm. T. Pease, was with us nearly three weeks, and expressed himself well pleased with our service. In addition to posting, we did a great amount of sampling and tacking of W. P. signs and cloth banners. We have put up the second billing for them in Mansfield this month, and a portion of the country routes. Have on our boards eight and one-sheet paper for "Armorside" Corsets, from local firm, and 5 sixteen-sheet stands of "Wheatlet" paper from Houghtaling & Stahlbrodt. Have just completed another distribution of 3,000 papers for Dr. Miles Med. Co., and have on the way 7,000 samples from the Kondon Manufacturing Company, of Minneapolis. On the whole, have been kept fairly busy; rain has greatly interfered with our work, as we get a "soaker" every week regularly, requiring a good deal of extra labor, looking after paper. Have just posted 250 sheets for opera house for Stetson's U. T. C. Co., which appears here the 23d; also have 5 twenty-four-sheet stands of paper up for Shepard & Schipbanker, local clothing house, from Bryan & Co. Trusting you may find room for this communication, we are, yours very truly,
THE W. D. HUSTED ADV. CO.

Manager, The Commercial Bill Posting Co.
Vol., Nov. 12, 1898.

Editor of "The Billboard:"

Dear Sir.—Your valuable journal comes in to us regularly, and we wish to compliment you upon the article in your last issue in reference to bill posting and how it is done in Europe. The cuts give the bill posters of this country a very good idea of it.

We also beg to add that our distributing department is running at its full capacity. We have two separate gangs of distributors, each under a competent foreman.

We now have our distributor in uniforms—white pants, red jacket and blue caps; the jacket buttons to the throat with brass buttons. We have done more business since we put them in uniform, and have created much comment from our local merchants, and you know this talk in business circles is a good advertisement, not only for ourselves, but for those for whom we are doing distributing. The increase in our distributing has left us a good margin after paying for the uniforms, and on the whole we are well pleased with this new departure. We have just completed the distribution for the Dr. Shoop Medicine Company, of Racine, Wis., and our foreman and inspector of the distributing department informs us that he has found four druggists who are already out of the Shoop remedies and who applied to W. A. Hover & Co., who are also out of them, having had a large run since the distributing began, and have wired for an immediate shipment, so you see it goes to show that the manufacturer of the goods receives quite a benefit as the distributor. We advise all members of the International Association of Distributors to adopt some uniform, if it is only in putting on caps, and we think they will feel its good results, as we have done.

Hoping to hear from my suggestions in this line, I am, very truly yours,

JAS. A. CURRAN.

Dayton, Wash., Oct. 10, 1898.

Editor of "The Billboard:"

Inclosed please find one dollar, which renews our subscription up to June, 1899. Please acknowledge receipt.

We have withdrawn from the I. A. of D. and we are not doing any distributing at present, nor do we intend to in the future. We are simply giving our time to our bill posting plant, which is better equipped than those of any town twice this size in the State.

Dayton has 3,000 population, and is situated in the midst of a large farming and lumber region.

The records show that over 3,000,000 bushels of wheat and large quantities of barley and oats have been stored in our warehouses this fall, awaiting shipment. Also, immense amounts of lumber have been shipped from here this season. This makes us one of the best from which an advertiser can get returns, if his advertisement be properly displayed. Whether in the newspaper, or on the bill boards, or by distributing, he always gets full value, if placed in Dayton.

We have now on our boards the following paper: Battle Ax Tobacco, 8 and 12-sheet stands; Duke's Mixture, 20 eight-sheet and two-sheet stands; American Tobacco Company, twelve and two-sheet stands; Drummond Tobacco Company, twelve-sheet stands; Factory Smoker Cigars, twelve-sheet stands, (local); J. H. Day, boots, (local); S. S. Moritz, (local); Walla Walla Valley Fruit Fair, three-sheet stands; Oregon Industrial Exposition, three-sheet stands; one-sheet hangers from C. T. Williams. Three-sheets for Spokane Fruit Fair, and 340 sheets for Bitner Theatre Company, which is here the 17th inst.

We have now on our boards about 950 sheets of paper, and we have space for as much more. Yours very truly,

DAY'S ADVERTISING CO.
Geo. E. Day, Manager.

The following communication has been received from Bill Posters' Union No. 7011, A. F. & L.:

Boston, Nov. 15, 1898.

To the Editor:

An article appearing in the Traveler of Nov. 14 called the attention of the public to what you term a poster war. We are not responsible in any way for the destruction of theatrical paper that took place last Saturday. We also wish to state that we are responsible alone for calling the the attention of the police board to the violation of the Sunday laws by persons posting bills on that day, which is not a necessity. Hoping you will place us in the right light by inserting the same.

FRED. E. THYNG,
Chairman Executive Board.

Hillsboro, Tex., Nov. 13, 1898.

Editor of "The Billboard:"

It has been quite a while since you have heard from Hillsboro, Tex. I will now try and give you an idea of what I am doing in this little city. To begin with, I have bought out my brother's interest, and have full control of all the bill boards in the city, and have been doing my share of the work in Texas. Below I give a partial list of work done in the last ten days: 250 one-sheets, local show house; 4 twelve-sheets, 25 three-sheets, 50 one-sheet Davy Crockett Cigar; four large signs, Smith Bite Beans; 11 eight-sheets, Old Virginia Cheroots; 6 twelve-sheets, Battle Ax; 50 two-sheets, Sledge Mixture; 75 one-sheets, Scalping Knife Tobacco, for Edgett & Church Co.; 100 sheets, Hill Co. Fair; 15 eight-sheets and 80 one-sheets, Havies' Hats; six and eight-sheets, Lillian Russell Cigar; 50 one-sheets Lenox Soap; 15 twelve-sheets, 15 three-sheets, 30 one-sheets, Drummond Tobacco Co.; 50 one-sheets, local hats; 25 one-sheets, Buck Stones; 300 sheets, Genty Dog Show; 15 samples to doctors, 100 sheets, Schubert Concert Co.; 10 eight-sheets, 6 twelve-sheets, Battle Ax Co.; 10 eight-sheets, 10 three-sheets, from Sam W. Hoke. Girl from Paris Cigar; 5 twelve-sheets, Old Virginia Cheroots; and have 4,000 books coming from Boston Medical Institute.

I can not get along without "The Billboard;" wish it came twice a month, instead of once. Hoping this will not take up too much of your valuable time for you to publish, I am, very respectfully,

J. S. PHILLIPS.

Rates Are Right.

Editor of "The Billboard:"

Profitable Advertising for November publishes an article on bill posting, claiming that prices are too low, and that thoroughly first-class bill posting will never be the rule until prices are very materially increased.

The argument as relating to small towns and villages may be well-founded, but when cities of 50,000 and upward are considered, those who have studied the question from the inside state that if the bill poster does not make money at the present rates, it is because he does not properly attend to business.

The article in question speaks of Norfolk, Va., as an example, showing that if the bill poster there had every board covered at regular rates all the time, his gross receipts would be only $165 per month.

While this is probably true of Norfolk, the fault is not with the rates, but rather with the bill poster.

There is no reason why the bill poster at Norfolk should not have three, or four, or five times as many bill boards as he has; and I know what I am talking about, because I have seen every board that he controls, and also miles and miles of vacant lots upon which other boards could and should be built.

The fact is, that if rates were doubled and even quadrupled, there would be some bill posters unable to make a good living, but as there are people in other lines of business who make very poor headway.

One of Profitable Advertising's illustrations is that of a Chattanooga, showing an income of $350 a month from commercial work alone. I am told that Chattanooga makes enough out of their amusement posting to pay all expenses, and that their commercial work is that much clear profit. And if Chattanooga, with 50,000 population, can make three hundred dollars a month "on the good," there is no reason why Norfolk, Va., with the same, or larger, population, should not be able to make as much, if favored with as enterprising a bill poster.

On taking up the subject of small towns, those of less than 10,000 population, one finds it a little difficult to see how a sufficient amount of work can be sent them, no matter what the price charged; just the same as it is difficult for an exclusive grocery store, or an exclusive hardware store, or an exclusive candy store to make it pay in such a town.

The bill poster in a small town should also be a sign painter, or a house painter, or a paper hanger, or an expressman, or scene-shifter for the theatre, if there is any in the town—or sometimes happens, a combination of several or all of these characters.

But while the Associated Bill Posters name a scale of charges based upon population, they do not say that a bill poster may not charge higher rates if he is so disposed. In fact, there are a great many towns which uniformly charge 12 cents per sheet per month, regardless of population. Donnelly, of Boston, charges 14 cents a sheet for posting in Hyde Park, which is given a population in the last census of less than 11,000.

The great difficulty generally is that the bill posters do not build as many boards as they could use to advantage. Only to-day I was shown a letter from the bill poster at Fargo, N. D., to whom was sent a small order of 45 three-sheets and 30 eight-sheets to go up in Fargo, and Moorehead, Minn. He sends in a list of 30 three-sheets and 25 eight-sheets, being all that he could place in the two towns. And the bill poster had this order two or three weeks before the paper reached him, and had ample time to build more boards, had he been so inclined. 7 cents is all right, if the bill poster is a go-ahead business man.

R. J. R.NELLIES.

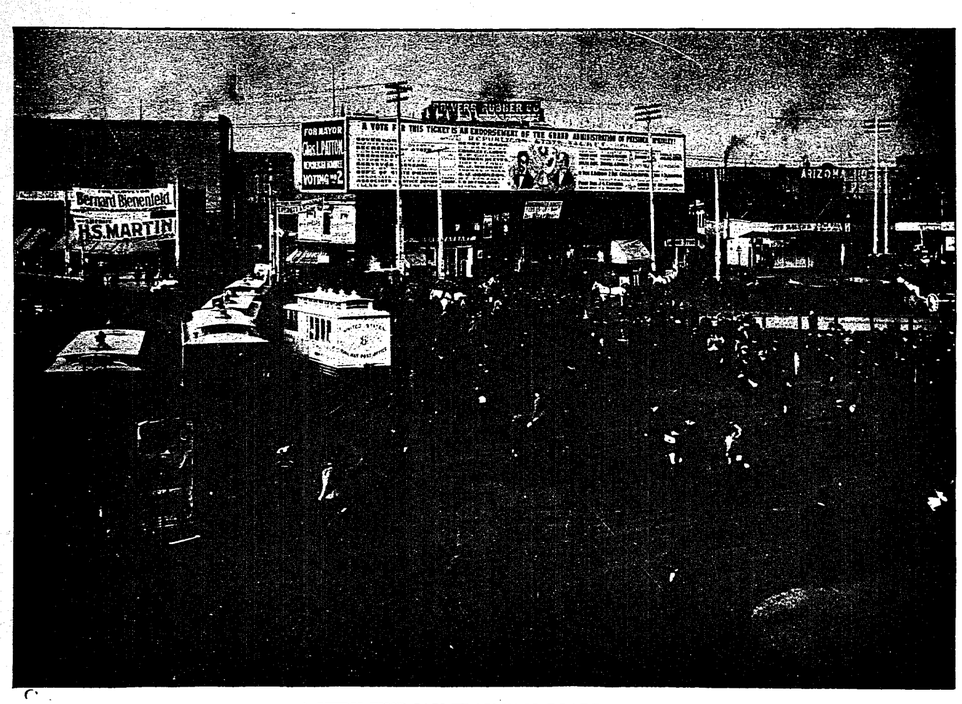
R. Stuart Marks, of Columbia, S. C., writes:

I intend to join the association as soon as I have funds to spare. I have one unscrupulous fellow to work against; also boys. I have rented the field for square work, and my work is telling. I can not run down competitors to the trade, as they may think I am stabbing in the back, but all who come here for work in any line give me the preference after they investigate.

Every distributor owes it to "The Billboard" every week a letter every month. We can not promise to publish it. We can not find room for the hundredth part of the letters sent us for publication, but they are all read carefully. They keep us in touch with the needs and requirements of the trade and aid us in directing the attention of advertisers into proper channels. Do not imagine that when you have paid your subscription and settled for your advertisement that you have discharged your obligation. We want to know the names of firms who are employing your service, and the agent their addresses, including street and number. This information enables us to present a new list of the every month, and the tips in turn help other distributors.

If there is going to be a big convention, free celebration or gathering in your town, tell us all about it. It will go into our convention dates department. Many advertisers follow our fair and convention dates closely, buying the paper for that purpose exclusively. They always either bill or distribute the town thoroughly. Hence in appricing us of the dates of important gatherings, civic demonstrations, etc., you are directly helping yourself.

The Acme Electrical Illustrating and Advertising Co., Springfield, Mass., has been incorporated. It is organized for the purchase and lease of all devices for illustrating baseball games, races, sporting contests, etc.



A VERY FINE SAN FRANCISCO BOARD.

Located at the intersection of Sacramento, East, Commercial, Market and Clay Streets, directly opposite The Ferry. 400 feet long, by 20 feet high. Lit up by 50 arc lights and seen by 150,000 people daily. Property of Siebe & Green.

The Old Reliable
CHAS. J. VOGEL
LICENSED
City Billposter and Distributor
Steubenville, O. Pop. 16,000.

Newport, Ky., Nov. 22, 1898.

Editor of "The Billboard:"

Business, in the way of posting and distributing, has been very good with us. Here is a list of the work we have put out in the last six weeks: B. & O. S. W. R. R. Co., 10 stands; 6x4 and 400 half-sheets, Good Will Stoves; 25 eight-sheets and 100 24-sheets, Buck Ranges; 750 one-sheets, Heating Stove; 5 stands 7x4, local work; General Arthur Cigars, 10 stands, 6x4; Liggett & Myers, 50 eight-sheets; Star Tobacco, 50 eight-sheets; Scalping Knife Tobacco, 75 two-sheets; Sledge Mixtures, 75 one-sheets; Buffalo Bill's Wild West Show, 1,156 sheets, (three weeks' showing); Latonia Jockey Club Races, 75 three-sheets; local shoes, 50 eight-sheets; C. S. Houghtaling and E. L. Stahlbrodt, 5 six-teen-sheets, Wheatlet; Fechheimer & Co., 75 four-sheets; Battle Ax Tobacco, 50 eight-sheets, 35 twelve-sheets; Duke's Mixture, 15 twenty-sheets, 40 eight-sheets and 200 two-sheets; Lion Coffee for Dayton, Ky., 2 eight-sheets and 12 three-sheets; Bryan & Co., 20 twelve-sheets, Pepsalt; W. H. Donaldson, 25 three-sheets, 6x4, 75 eight-sheets, 200 two-sheets, 200 one-sheets, 200 twelve-sheets, 1,000 four-teen sheets and 3,200 pamphlets; the F. A. Snyder Company, 75 stands, 6x4, (sixty days' showing); Pure Food Exposition, 10 stands, 7x4; Geo. W. Childs Cigar, 25 eight-sheets, 15 sixteen-sheet; Kidney Pad Battery Co., 400 one-sheets, (Cincinnati, O.); Puritan Chemical Co., Cincinnati, O., 200 half-sheets; Gregory Oil, (local), 400 one-sheets; local posting for Christmas, 300 three-sheets, 1,000 one-sheets.

Distributing done is as follows: Dr. Miles, Mail Pouch Tobacco, Dr. Chase Pills, Lydia E. Pinkham Medicine Co., Washing Tea, Wells & Richardson Co., Chattanooga Medicine Co. So send on your distributing matter; we have Sunday Almanacs, Chattanooga Medical Co., and just closed contract for Dr. Miles Medical Co., Elkhart, Ind.

"The Billboard" is a gem, and cheap if priced at a thousand. Very truly yours,

BLOOMINGTON BILL POSTING CO.,
S. E. K. Krueger, Manager.

Houston, Tex., Nov. 10, 1898.

Editor of "The Billboard:"

I am glad to see that some of the "boys" are doing a fine business. I don't envy any of them, but I wish I was doing a moderate business myself. I can't succeed in getting much work. Many of the large advertisers do not come to this far south. They write me that "our traveling representative" attends to such business for them, and very fine attention they give it, only by hiring little darkies for 25 cents a day to throw most of their stuff in Buffalo Bayou. So I am not doing much at the distributing business. Still, I am a good deal to do, maybe it will come my way "after a while." With kind regards and best wishes, I am, very respectfully,

THOS. F. O'LEARY.

Flint, Mich., Nov. 21, 1898.

Editor of "The Billboard:"

Since writing you last, I have distributed 4,000 samples for the National Biscuit Company of Detroit, Mich., 3,000 pieces for Diamond Dyes, 2,000 booklets for Will A. Molton and 1,200 blotters. Just signed contracts with J. W. Brandt Co., Albion, Mich.; Drs. Kennedy & Kergan, Detroit, Mich. I expect work in a short time from the Peruna Drug Mfg. Co.; also, Dr. Kilmer & Co.

In mentioning work, did not mention the 2,000 booklets sent me by the W. T. Hanson Co., of Schenectady, N. Y. I agree with Frank V. Draper in regard to the I. A. of D. The I. A. of D. franchise is held by a man here who does not put out six jobs of distributing a year. I work for almost all the large advertisers.

Yours truly,
NELSON MATTISON.

Savannah, Ga., Nov. 21, 1898.

Editor of "The Billboard:"

Arrived home from my summer engagement with the Walter L. Main Show, Oct. 29. Since then, with considerable bad weather to delay me, have accomplished wonderful results in both adding to the capacity of my plant and closing contracts for posting; have added to what was already recognized as the best service plant along the South-east Coast, the following: Bill board on Wheaton street near Plant System Depot, 15x10 feet; bill board on Jefferson street, near Duffy street, 55x10 feet; bill board on Grechey Road, near cemetery entrance, 70x10 feet; bill board on Broughton and W. Broad streets, center of city, 60x10 feet; bill board on Price and Jones streets, 60x10 feet; bill board on Bull and Jones streets, 80x10 feet; bill board on Price and Hall streets, 50x10 feet; bill board on Huston and Liberty streets, 40x10 feet—a total in less than three weeks of first-class new space, 5,660 square feet.

I have on the boards now live commercial paper amounting to 2,870 sheets. Just got through with three weeks' showing of 4-Paw and Sells Bros. Show, 1,358 sheets; 100 one-sheet, 20 three-sheet and 20 eight-sheet lithograph boards. Have contracted for early billing, 1,450 sheets, of which 1,050 sheets are for local merchants; (paper sold by the great and only John Moore, who spent two days with me the past week; I consider a visit from Moore worth $25 a day to any bill poster who has sense enough to want to make money out of his business). Of the commercial work now on my boards, 400 sheets of cigar paper is a twelve-months' contract, 800 sheets of plug-tobacco paper is a six months' contract and 270 sheets of Old Virginia Cheroots is a three months' contract. Also have 50 three-sheets for Haslem, Harney & Co., local tailors, continuous billing, which I have been running since last March, and they just gave John Moore an order for enough paper to run them all next year, saying my service was such that they felt justified in making their order for continuous billing. If any of the Southern bill posters who think the big advertisers don't bill in the South will visit Chattanooga or Savannah, they can be convinced of their error.

Yours for business,
CHAS. BERNARD.

Knoxville, Tenn., Nov. 16, 1898.

Editor of "The Billboard:"

Dear Sir.—In your November issue I noticed an article, making a very poor attempt, to explain the trouble between P. H. Hanes' representative and myself. Now, in justice to bill posters in general and myself, I wish to give you my side of the story, and then let your readers judge for themselves whether I was right or wrong. Mr. Hall called at my office and I invited him into my private office, where he had made, seemed dissatisfied, and began language unfit for publication. I told him I did not allow such language in my office, and, besides, my wife was present in an adjoining room. In reply, he said "he didn't care a damn about that." I then told him to go out, and he said I could not put him out. I then illustrated the fact in a forcible manner that I could, which I think you or any other man would have done under the circumstances. In regard to him licking me, I remember nothing of that sort at all. All the disturbance outside my place was him again using profane language. I immediately went out and got a few more insolent reply. I simply told them if they would send a gentleman I would gladly check their paper at my time, or to better satisfy, would let them put on what they I have since done, and have copies for the same. I release them from all payment of bills for the disturbance at this writing.

I will enclose affidavits of two men in my office at the time of the occurence to show you no one struck, held nor laid hands on Mr. Hall except myself. Mr. Hall afterward made inquiries among some business men, and could find no one who would not give me a first-class recommendation, which will enclose you a few of the same. Mr. Hall then came to me in person, and we talked on a friendly basis. He was probably hasty and did not know what he was doing, but I showed him a bill poster can be a gentleman. In regard to my statement of twenty-five years' experience being erroneous, I can mail you, or one of the editors of every man I have worked for in the advertising business for the past twenty-five years, and the privilege of writing them in regard to my ability as an advertiser. Hoping this humble statement will set me right in the eyes of the public, with best feeling to all, I remain yours,

E. C. BARNES.

Manager Southern Bill Posting Co.

Editor's Note—Enclosed with the above letter were two sworn affidavits and them unsworn. We affirm our statement that Mr. Barnes' assertion was erroneous. No man is "in the business" until he embarks in it regularly on his own account. Mr. Barnes may have been able to post bills from the time he was fifteen years old for aught we know, but that does not warrant him in stating that he has been in the business since that time.

It appears that he meant to say that he had been employed at the business for twenty-five years, which is doubtless correct. His experience in the business, however, dates from his advent in Knoxville some four years since.

Editor of "The Billboard:"

I wish to make known the fact that some manufacturing firms (out of habit) think they gain a benefit by packing three or four thousand circulars (and sometimes posters) in the boxes of merchandise sent to the merchants in this city, who only burn them up in a wasteful manner, claiming that they have no money to spend advertising goods, and as for themselves, have publicity enough.

Now, if the manufacturers would send me that work, my services, (thoroughly given), would cost them less than the cost of the material wasted in the manner stated above.

Respectfully,
ARNO E. ANSKE,

Wichita, Kan., Nov. 22, 1898.

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FACTORY: COR. 6TH & WASHINGTON AVE. NEWPORT, KY.

ESTABLISHED 1863.
INCORPORATED 1885.

The International Association of Distributors.

OFFICERS FOR 1898-'99.

JOS. REID..........................President
Kansas City, Mo.
W. H. STEINBRENNER......Rec. Secretary
Cincinnati, O.
O. P. FAIRCHILD..................Treasurer
Covington, Ky.
R. S. DOUGLAS.........First Vice President
Memphis, Tenn.
W. C. TIRRILL........Second Vice President
Lima, Ohio.
JAS. A. CURRAN........Third Vice President
Denver, Col.

Executive Committee.

THOS. KAIN...............Middletown, N. Y.
L. H. RAMSEY.................Lexington, Ky

The following is the official list of members in good standing at the present time. The service of any member whose name appears herein is guaranteed by the association. The list is revised and corrected monthly.

Addresses are published under this head at $1 per year per line.

ALABAMA.

Birmingham—Sheldon McMurray, 1412 5th av.
Montgomery—G. F. McDonald, city bill poster

ARIZONA.

Phoenix—The Phoenix Bill Posting Co., 10 S. Center st.

ARKANSAS.

Conway—J. F. Clark, Box 92
Hot Springs—A. W. Thomas, 224½ Central av
Little Rock—R. L. Thompson, 113 W. 2d st

CALIFORNIA.

El Paso del Robles—Harry Gear.
Eureka—W. H. Mathews, 636 2d st
Haywards Bill Posting Co. 56 Castro st., Haywards.
Los Angeles—Los Angeles Bill Posting Co
Oakland—William B. Porter, 408 10th st
Santa Cruz—L. A. Daniels, 9 Locust st
Santa Monica—Wilshire Posting Co., 636 Broadway, Los Angeles, Cal.
Ventura—G. H. Shepherd, opp. Rose Hotel

COLORADO.

Aspen—John B. Ledan.
Colorado Springs—Curran Co., Denver.
Denver—Curran Co., 17th and Larimer.
Leadville—John Colman, 204 W. 7th st
Pueblo—The Curran Co., 114 Santa Fe av
Victor—Cripple Creek Dist.—Jos. A. Quinn

CONNECTICUT.

Meriden—H. L. Redman, 168 Liberty.
New Haven—New Haven Bill Posting Co
Norwalk—J. F. Buxton.
Stamford—Thos. J. Troy, Taylor st.

CANADA.

Brantford, Ont.—Chas. Murray Smith.
Ottawa—Alexander Jacques, 43 College av

DELAWARE.

Wilmington—Geo. W. Jackson, 824 Orange st.

FLORIDA.

Pensacola—John L. Smart.

GEORGIA.

Atlanta—Edw. Bridger, 608 Temple Court
Augusta—Chas. R. Rowland, 303 Jackson st
Columbus, Georgia and Adjacent Towns—E. B. Bridger, Atlanta.
Macon—Frank H. Powers, 414 2d st.
Savannah—J. E. Campos, Box 92.

ILLINOIS.

Aurora—B. Marvin & Son.
Belleville—L. E. Tiemann, 508 S. High st.
Carlinville, Macoupin County—A. J. Turner.
Chicago—John A. Clough, 42 River st.
Clinton—A. Nicolai.
Danville—Frank P. Myers.
Decatur—William Mutton, 826 Calfax st.
East St. Louis—J. L. Whelan, 18 N. Main.
Edwardsville—Geo. W. Kellermann, 109 Second st.
Evanston, Cook County—American Bill Posting & Dist. Co. Address 280 Madison st., Chicago.
Freeport—Richard Wahler, 58 Spring st.
Galesburg—O. J. Johnson, office, Auditorium.
Joliet—DeLong & Biederman, 303 N. Joliet st.
Kewanee—Frank A. Cashow, South and Main.
LeRoy—Geo. P. Rowley.
Mattoon—F. G. McPherson, 1212 Broadway.
Moline—R. H. Taylor, care Windsor Hotel.
Mt. Vernon—Thos. Manion.
Normal and Bloomington—M. F. Dillon.
Ottawa, LaSalle County—Chas. R. Duckett.
Peoria—Monk Introduction Co.
Pontiac—Lee Collins, 112 E. Reynolds st.
Quincy—G. B. Bowman, Empire Theatre.
Rochelle—Chas. A. Hizer.
Robinson, Crawford Co.—Clarence E. Hale.
Waukegan—G. Runey & Son.

INDIANA.

Anderson—Anderson Bill Posting Co.
Alexandria—W. O. Henry.
Bloomington—L. E. Krueger, 100 College ave.
Brazil—Monk Introduction Co.
Connersville—N. H. Scotten, 1518 Eastern av.
Elkhart—D. B. Carpenter, 525 S. Main st.
Ft. Wayne—W. H. Case.
Goshen—Chas. Krutz, 210 S. 7th st.
Greensburg—Fred. Seitz Son, 24 S. Franklin
Greencastle—John W. Cooper, 24 & 26 S. Ind.
Hammond—Frank E. Gero.
Hartford City—Chas. W. Abbott, Box 165.
Huntington—Benj. Miles, 8 Everett st.
Indianapolis—Geo. W. Vansyckle, 114 S. Ills.
Jeffersonville—L. H. Ramsey, Lexington, Ky.
Kokomo—H. E. Henderson, 42 N. Main st.
LaFayette—LaFayette Bill Post. & Dist. Co.
LaPorte—W. C. Miller, 620 Main st.
Lebanon—James S. Seiver, W. North st.
Logansport—Chas. Schleiger, 215 6th st.
Madison—James A. O'Donnell, Box 644.
Marion—John L. Wood, 920 S. Branson st.
Mitchell—W. M. Munson, jr.
New Albany—R. K. Brown.
Peru—Chas. W. Stutesman, P. O. Box 114.
Richmond—Dobbins Bros.
Rockport—Robt. M. Smith, 700 Elm st.
Seymour—Henry Dieck, 219 W. Tipton st.
Shelbyville—T. F. Chafee & Son.
South Bend—J. N. Schwartz. Ad. Walkerton.
Sullivan—Rush P. Crawford.
Terre Haute—Jas. M. Dishon, 29 S. 5th st.
Vincennes—Vincennes Bill Posting Co.
Wabash—Harter Bros., Market st.
Walkerton—J. N. Schwartz.
Whiting—Jos. J. Murphy.

INDIAN TERRITORY.

Purcell—G. W. Brown.

IOWA.

Burlington—A. E. Drier, 413 Maple st.
Cedar Rapids—W. S. Bye, 720 S. 5th st.
Charles City—Charles City Bill Posting Co.
Clinton—H. F. Sanger, 511 S. 2d st.
Davenport—Tri City Introduction Co.
DesMoines—Chas. W. Orris, 1601 DesMoines st.
Dubuque—A. Leonard, 175 W. Locust st.
Keokuk—A. A. Bland.
LeMars—Wm. O. Light.
Mason City—S. H. Butterbaugh, 204 S. Main st.
Sheldon—John Walton.
Sioux City—A. B. Beall.
Winterset, Madison County—Arthur Gordon.

KANSAS.

Atchison—J. G. Shaffer, 111 S. 5th st.
Hutchinson—W. A. Loe, 102 Opera House.
Junction City—Herman Delker, Box 402.
Topeka—L. M. Crawford, 214 E. 5th st.
Wichita—E. L. Martling, manager.

KENTUCKY.

Ashland—John M. Hutton.
Covington—O. P. Fairchild & Co. 24 E. 5th st.
Frankfort—Geo. W. Roeck, 334 Conway st.
Henderson—Jas. L. Lambert, jr., 216 2d.
Lebanon—R. L. Nesbitt.
Lexington—L. H. Ramsey, 122 E. Main st.
Louisville—Falls City Bill Posting Co. Lexington, Ky.
Newport—G. H. Otting & Son, 608 York st.
Owensboro—Owensboro Bill Posting Co.
Paducah—H. J. Harth.

LOUISIANA.

Alexandria—Gardner Blades, 2d st.
Baton Rouge—Alfred O. Deville, 516 Main st.
New Orleans—J. Garlick, 633 Commercial Pl.

MAINE.

Bangor—Thomas W. Burr, 47 Hammond.
Biddeford—Wildes Bros., Portland.
Deering—Wildes Bros., Portland.
Portland—Wildes Brothers.
Saco—Wildes Bros., Portland.
South Portland—Wildes Bros., Portland.
Westbrook—Wildes Bros., Portland.

MARYLAND.

Baltimore—John H. Jones, 238 S. Mount st. cor. McHenry st.

MASSACHUSETTS.

Attleboro—Abel W. Gilson, 12 Holman st.
Beverly—Luther Cahoon, 44 Cabot st.
Boston—J. Donelly's Sons, 7 Knapp st.
Brockton—W. F. Gurney, 12 Elbridge Place.
Fall River—Chas. A. Page, 1101 Plymouth av.
Haverhill—Chas. W. York, 7 White st.
Lowell—Chas. L. Lowe, 201 Middlesex st.
Milford—Elwin M. Slack.
New Bedford—A. E. Hathaway, 100 Pleasant.
Newburyport—W. A. & S. M. Noyes, 39 Pleasant st.
Taunton—A. B. White, 45 Cohanet st.
Waltham—Frank McGuinness & Son.
Worcester—Fiske Bros., 43 Waldo st.

MICHIGAN.

Albion—W. C. Eslow.
Alpena—R. Nolan, 123 White st.
Battle Creek—E. R. Smith, 6 E. Main.
Bay City—C. J. Bloomfield, 211 5th av.
Benton Harbor—Shaff & Fye.
Cheboygan—A. J. Finn, 54 Duncan av.
Detroit—Jno. H. Owen, 91 Shelby st.
Flint—H. A. Thayer.
Grand Rapids—Geo. M. Leonard, 17 Huron.
Holland—John Van Den Berg, 39 E. 7th st.
Iron Mountain—A. D. Stiles, 219 W. Flesheim.
Ithaca—James Donaldson.
Jackson—Stevenson & Solomon, 115 Mill st.
Kalamazoo—J. E. McCarthy, 108 Portage st.
Manistee—Mrs. J. W. Tennant.
Muskegon—Peter P. Steketee, 38 E. Walton st.
Port Huron— Bennett Bill Posting Co., 909 Military.
St. Joseph—Geo. L. Edloff, Hotel Whitcomb.

MINNESOTA.

Austin—P. H. Zender & Co., 406 Mill st.
Mankato—C. H. Grieble, jr., 209 S. Front st.
Minneapolis—J. H. Crownover.
Rochester—W. S. Elkins & Co.
St. Paul—J. H. Crownover, 39 Winnipeg av.

MISSISSIPPI.

Corinth—W. E. Patton, Box 164.

MISSOURI.

Cape Girardeau—C. D. Kage.
Jefferson City—Oscar M. Miller, 224 Madison.
Kansas City—Joseph Reid, 116 E. 9th st.
St. Joseph—A. J. Avery, Tootle Theatre.
St. Louis—R. H. Johnston, 208 N. 13th st.
Springfield—W. H. Gorseline, 2129 Benton av.
Warrensburg—B. F. Brunkhart.

MONTANA.

Butte—Harnois & Son.

NEBRASKA.

Beatrice, Gage Co.—The J. H. Martin Co.
Fremont—U. S. Watts.
Lincoln—F. C. Zehrung, 1145 O st.
Omaha—R. Carleton, 218 S. 14th st.

NEW JERSEY.

Camden—Temple Bill Posting Co., 814 Walnut st., Philadelphia, Pa.
Hackensack—Hackensack Bill Posting Co.
Hoboken—Hoboken Bill Posting Co., 61 Newark st.
Jersey City—J. F. O'Mealia, 27 Montgomery.
Long Branch—G. M. Chattle, 338 Morris av.
Newark—E. M. Slocomb, 369 Market st.
Patterson—Patterson Bill Post. Co., 5 Rampo.
Red Bank—L. O. Summersett, 5 Central av.

NEW MEXICO.

East Las Vegas—Chas. Tamme.

NEW YORK.

Auburn—Wm. M. Kerr.
Albany—Albany Bill Post. & Dist. Co., 35 Beaver st.
Batavia—Albert R. Perry, 39 Jackson st.
Brooklyn—The American Bill P. & Dist. Co.
Buffalo—Whitmier & Filbrick, 200 Wash'n st.
Bushnell's Basin—W. E. Burleigh.
Binghamton—George C. Castner.
Cortland—Wallace Bros.
Elmira—Chas. F. Berry, 160 Sullivan st.
Fulton—Wm. Cook, Lock Box 41.
Gloversville—Olin S. Sutliff, 62 Orchard st.
Glens Falls—A. M. Cheeseboro, 91 South st.
Hudson—Robert M. Terry, 305 Warren st.
Jamestown—Geo. C. Castner, Syracuse, 221 Montgomery st.
Lockport—Staats' Bill Post. & Dist. Co.
Little Falls—Norris & Kingsbury, 1 W. Main.
Middletown—Thos. Kain, 88 South st.
Mt. Morris—Norman A. Seymore, Op. House.
Newburg—N. W. Conyes, 69 Henry av.
New York—Harry Munson, 4 Murray st.
Niagara Falls—Mrs. C. Clayton, 21 Thomas.
Oswego—Jos. A. Wallace.
Rochester—J. E. Stroyer, 114 Weld st.
Salamanca—C. R. Gibson.
Schenectady—Harry F. Miller, 611 Chapel st.
Syracuse—Geo. C. Castner.
Saratoga Springs—E. L. Williams, 25 W. Circular.
Troy—Mrs. M. E. Dundon, 114 4th st.
Tonawanda—Whitmier & Filbrick.
Utica—John Napier, 6 Madison st.
Whitehall—S. Lamphron, Box 132.
Yonkers—W. L. Mildrum & Co.

NEVADA.

Virginia City—John H. Dunlap, Box 24.

NORTH CAROLINA.

Asheville—John D. Plummer, Opera House.

OHIO.

Akron—Bryan & Co., 125 S. Main.
Ashtabula—J. L. Smith.
Athens—C. T. Crippen, Union st.
Bellefontaine—The Union Adv. Co., 613 W. Sandusky.
Bowling Green—A. H. Yonker, 18 W. Wooster
Bucyrus—F. R. Myers, 236 N. Spring st.
Cambridge—Chas. E. Hammond, cor. Gaston ave. and 8th st.
Canton—M. C. Barber, Grand Opera House.
Chillicothe—E. S. Robinson.
Cincinnati—W. H. Steinbrenner, 519 Main st.
Columbus—F. Altman & Son, 540 E. Main st.
Cosohcton—Frank H. Dinsmore, Box 301.
Cleveland—Bryan & Co., 17-19 High st.
Dayton—Jas. B. McConnon, 721 E. 2d st.
Defiance—Frank P. Elliott, 106 E. High st.
Delaware—Geo. D. McGuire, 169 S. Franklin st.
Delphos—Chas. A. Hood.
Elyria—J. J. Howlett, 22 West av., North.
Findlay—P. B. Oliver.
Galion—S. E. Riblet, 119 E. Main st.
Greenville—Louis W. Murphy, 131 W. Water.
Hamilton—Geo. W. Riley, 310 High st.
Ironton—J. H. Haynes & Son, 262 Mulberry.
Kenton—Jos. C. Warvel, 323 E. Franklin st.
Lancaster—Mrs. Clara M. McNeill, Main st.
Lima—W. C. Tirrill & Co., 216 W. Market st.
Logan—F. A. Koppe.
Loraine—P. J. Smith.
Mansfield—E. R. Endly, 232 W. 4th st.
Marietta—C. P. Thomas, 305 Scammal st.
Marion—Marion Adv. Co., D. N. Christian.
Middletown—Geo. W. Riley, Hamilton.
Mt. Vernon—Haymes Bros., Public Square.
Medina, Medina Co.—J. F. Jones, N. Court st.
Martin's Ferry—Will A. Miller.
Miamisburg—Chas. C. Miller, 29 N. Main st.
Minster—Frank Lohman.
Newark—E. O. Burroughs, Box 296.
Norwalk—M. S. Wooster, 20 W. Main st.
Painesville—Gray & Rafter, 411 Walnut st.
Piqua—Hixson Bros., Box 866.
Portsmouth—R. W. Lodwick, 118 W. 3d st.
Salem—Harry S. Warner, 60 E. 6th st.
Sandusky—Chas. Baetz, 101 Jackson st.
Shelby—J. M. Fogelson, 36 W. Main st.
Sidney—Chas. P. Rodgers, 550 Main st.
Springfield—H. H. Tyner, 22 N. Race st.
Steubenville—Chas. J. Vogel, 137 N. 3d st.
Toledo—Bryan & Co., 513 St. Clair st.
Troy—G. A. Brannan, 9 W. Main st.
Urbana—C. O. Taylor, 125 E. Court st.
Van Wert—Smith & Leithy.
Wooster—Geo. Kettler, 88 W. Larwill st.
Xenia—C. L. McClellan.
Youngstown—John M. Evans, Box 153.
Zanesville—England Bros., 31 N. 5th st.

OREGON.

Corvallis—G. W. Bigham, Main st., Box 135.
McMinnville—G. F. Bangasser & Co., Box 38.
Portland—John T. Williams, 346 Morrison.

OKLAHOMA TERRITORY.

Kingfisher—Wm. A. Northup, 318 S. Main st.
Oklahoma City—Oscar V. Nix, 202½ Grand av.

PENNSYLVANIA.

Allegheny—J. T. Hudson, Pittsburg, Pa.
Allentown—N. E. Worman, 532 Hamilton st.
Archibald—Jas. H. Swift.
Bethlehem—Jacob F. Yellis.
Carbondale—J. O'Hearn, 15 Main st.
Carlisle—Wm. M. Meloy, Box 49.
Connellsville—Clowes Adv. & Dist. Co.
Doylestown—Richard S. Heffner.
Dunmore—Reese & Long.
Franklin—Alexander Bradley, 4 13th st.
Hallstead—James S. Claxton & Co.
Harrisburg—Arthur C. Young, 18 N. Third st.
Indiana—Harry K. Apple, 709 Philadelphia st.
Lebanon—G. H. Spang, 405 Cumberland st.
Lancaster—Howard M. Soders, 137 Church st.
McDonald, Wash. Co.—The 2 Macs Co.
Mansfield—W. D. Husted Adv. Co. 67 Main st.
New Castle—J. G. Loving.
Pottstown—Jacob E. Amole, 30 High st.
Pottsville—Chas. L. Weiss, 40 E. Bacon st.
Pittsburg—Twin City Distributing Agency.
Pittston—R. E. Hankee, 15 S. Main st.
Philadelphia—American Bill Posting Co.
Reading—H. J. Lindenmuth, 244 Franklinst.
Scranton—Reese & Long.
Tamaqua—G. A. Jacobs, 11 E. Broad st.
Wilkesbarre—W. H. Burgunder.
Williamsport—S. M. Bond, Cherry and Rural.

RHODE ISLAND.

Pawtucket—J. E. McMahon, 43 Summer st.

SOUTH CAROLINA.

Charleston—Chas. Bernard. Address Box 92, Savannah, Ga.

TENNESSEE.

Chattanooga—H. S. Holmes, 16 E. 7th st.
Covington—H. N. Holshouser, L. B. 457.
Memphis—R. S. Douglas, Grand Op. House.
Nashville—Jas. L. Hill, 150 N. Cherry st.

TEXAS.

Beaumont—Welcome Rollins, Box 274.
Brownsville—Valle & Bro Adv. Co.
Calvert—J. P. Casimir, Main st.
Dallas—H. C. Oury.
Galveston—J. E. Howard, Box 134.
Houston—Thos. F. O'Leary, 801 Capitol av.
San Antonio—Texas Advertising Co.
Sherman—J. Long, 117 East Side Square.
Terrell—H. C. Oury.

UTAH.

Logan—Will Crockett, Box 11.

VERMONT.

Burlington—P. H. Ward, 151 Maple st.

VIRGINIA.

Alexandria—C. D. Wright, Washington, D. C.
Portsmouth—S. C. Draper, 905 Washington st.
Roanoke—W. L. Robertson, Box 297.
Staunton—J. H. Bell.
Winchester—Cornelius Gibbens, Lock Box 64.

WEST VIRGINIA.

Charleston—L. H. Ramsey. Address 122 Main st., Lexington, Ky.
Clarksburg—W. L. Dieson, Pike and 3d sts.
Martinsburg—F. C. Baker, 246 Queen st.
Parkersburg—Parkerburg Adv. Co., 5th and Avery sts.
Wheeling—A. W. Rader, 9th st. and Alley C.

WISCONSIN.

Appleton—Wm. E. Cadman, Box 1225.
Fond du Lac—P. B. Haber.
Janesville— Peter L. Myers.
La Crosse—Aug. Erickson & Co., 331 Pearl st.
Milwaukee—Walter D. Dixon, 583 18th st.
Oshkosh—J. E. Williams, 24 High st.
Racine—W. C. Tiede, 325 Main st.
Richland Center—J. A. Coates.
Sheboygan—E. J. Kempf, 731 Penn. av.
Watertown—F. C. Volckman, 103 Main st.

WYOMING.

Laramie—H. E. Root.

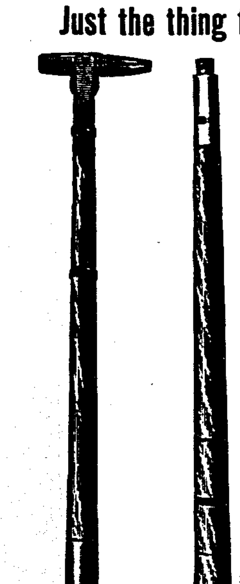
WASHINGTON.

North Yakima—Bryson & Hauser, Box 611.
Vancouver—John L. Marsh, 5th st.

WASHINGTON, D. C.

Clarence D. Wright, 707 1st st. N. W.

JOINTED MAGNETIC HAMMERS
Just the thing for Card Tackers.



The hammer is a true magnet which will never wear out or lose its magnetic power. The jointed handle and mechanical device on the side, which holds the card or tin sign enables you to get your work up high—away above the reach of mischievous kids.
Donaldson Lith. Co., Cincinnati, O.

DEAR SIRS: I received from you a few days ago a Magnetic Hammer in good condition I have used the same and find it to be the finest article for putting up signs that I have ever used.
Yours truly,
FLEISCHMAN & Co.
Gardner, Mass.
W. P. BARDERD, Agt.

SAVES CLIMBING.
SAVES WORK.

Enables you to give your clients first-class permanent service.

PRICES:
36-in. handles, 2 sections, $2.00
42-in. handles, 3 sections, $2.50

DONALDSON LITHO. CO., Sole Agents,
CINCINNATI.
Cash Must Accompany Order. None Sent C.O.D

BUBB
POSTS BILLS AND DISTRIBUTES CIRCULARS AT
WILLIAMSPORT, PENN'A

Fair Department

We wish to thank our friends among the fair managers and secretaries of agricultural societies for the very liberal support extended us during the past year, and we extend you all herewith the compliments of the season. A merry Christmas to you and a Happy New Year from "The Billboard."

PROCEEDINGS

Of the Annual Convention

Of the American Association of Fairs and Expositions, Held in Omaha, Neb, October 25 and 26, 1898.

Tuesday, October 25, 10 A. M.

The convention was called to order by President Robt. W. Furnas, of Brownville, Neb.

Mr. Furnas: The Secretary will call the roll of members. I will state before he proceeds to make the call that there is a large delegation from Canada with us today, who have not, as I understand, become members but who propose to do so. When the Secretary calls for the roll of members I would be pleased if the Canadian delegation will report.

The roll call showed the following delegates present:

Illinois—Col. J. Irving Pearce, Chicago; A. J. Lovejoy, Roscoe; Lafayette Funk, Shirley; W. C. Garrard, Springfield; W. H. Fulkerson, Jerseyville.

Minnesota—E. W. Randall, Hamlin; Wm. M. Liggett, St. Anthony Park; John Cooper, St. Cloud.

Iowa—P. L. Fowler, Des Moines; W. F. Harriman, Hampton; G. L. Johnson, Macuegeta; L. H. Pickard, Harlan; R. G. Johnson, Humboldt.

Nebraska—Milton Doolittle, North Platte: J. B. Dinsmore, Sutton; E. A. Barnes, Grand Island; R. W. Furnas, Brownville; Wm. R. Bowen, Omaha.

Ohio—E. C. Ellis, Crestvue; Albert Hale, Megadore; J. C. Bower, Columbus; J. S. Stuckey, Van West; A. J. Clark, Cambridge.

Wisconsin—John M. True, Baraboo.

Canada—H. J. Hill, Toronto; J. P. Edwards, Toronto; Geo. Vair, Toronto; J. K. Leslie, Toronto; P. G. Close, Toronto.

In addition to the above named gentlemen, there was a large representation of fair managers, not accredited as delegates.

Moved and seconded that the reading of the minutes of the last convention be dispensed with, as they are here in printed form and for distribution. Motion prevailed.

Moved and seconded that the convention do now adjourn to meet again this evening at 8 o'clock sharp. Carried.

October 25, 8:30 P. M.

Meeting called to order by the President.

President Furnas: The Secretary in announcing his program has put down as number 4 "The Annual Address of the President." I have prepared no address nor have I any report to make. The business of this association is largely and almost exclusively in the hands of the Secretary and Treasurer, whose reports will follow. I can not refrain, however, from saying that it is with more than ordinary pleasure that I greet and welcome you to this meeting of the association, especially as it is held further west than it has ever been before.

I am glad it is held in this enterprising city, here at the gateway entering into the region of the country known until very recently as the "Great American Desert." Further, I congratulate the association because of the energetic work of the efficient Secretary, who has devoted himself to the interests of this association, and has worked up a better feeling and enlarged interest in all its work.

Another reason why it is with more than ordinary pleasure that we meet here, is because it is at a time and place where is being held a great exposition, where you have the privilege of seeing and examining the products and the results, and the possibilities and promises of the new West. We are in the habit here of calling this portion of the country west of the Missouri River as "the new West." It has made a wonderful improvement and a wonderful development in the memory of nearly all those present, and for this reason it is particularly gratifying to me to present the work of this exposition. It perhaps does not become me, as a resident of Nebraska and largely interested, to say so much, for fear of being charged with egotism, but I am free to say that the exposition is one which we are all proud of, and I think has pleased everybody who has been present and seen what is to be seen there.

We will now hear the report of the Secretary.

REPORT OF THE SECRETARY.

American Association of Fairs and Expositions:

Gentlemen—As Secretary of the association, I submit the following report:

On assuming the duties of the office of Secretary, I began making efforts toward widening the scope of this association and enlisting a greater interest in the work it might be able to do for the fairs represented.

In the published proceedings of the last meeting I took the liberty of presenting, not as a part of the proceedings, a brief address bearing upon the educational features of our fairs and the influence they exert in advancing the farming and manufacturing interests, together with the necessity for managers coming together in this national organization. The published proceedings were sent to members and to other large fair managers, and I had hope of enlisting the interest of every one of the then present membership, and to add to our membership by inducing other large fairs to become represented. I have had some correspondence relative to the object of our association, and a great deal that was answered by sending the published proceedings.

Of the membership noted on the records when I assumed the Secretaryship all have paid the membership fee up to this meeting except Kansas, against which there is shown $20, Michigan $20, New York $20, Wisconsin $20.

The following exhibit represnts the moneys that have come into my hands since the last report, the same being turned over to the Treasurer:

To membership fees received:

From Illinois State Fair for 1896-1897.	$20 00
From Indiana State Fair for 1896-1897.	20 00
From Minnestota State Fair for 1896-1897	20 00
From Iowa State Fair for 1896-1897...	20 00
From Nebraska State Fair for 1897....	10 00
From Ohio State Fair for 1896-1897....	20 00
From St. Louis Fair for 1897...........	10 00
Total	$120 00
Credit by amount turned over to Treasurer Liggett......................	$120 00

The fees are payable at each annual meeting and carries the member until the next annual meeting. For instance, the fee paid at the annual meeting in October, 1897, was for the period between that time and the annual meeting of 1898, when the annual fee is again due. The Treasurer's report will show the disposition of the funds.

Respectfully submitted,
JAS. W. FLEMING, Secretary.

REPORT OF TREASURER.

RECEIPTS.

October 29, 1897. Balance in Treasury	$76 45	
October 30, 1897. Received of St. Louis Fair, annual dues	10 00	
March 29, 1898. Received of Minnesota State Fair, annual dues	20 00	
April 26, 1898. Received of Nebraska State Fair, annual dues	10 00	
April 10, 1898. Received of Ohio State Fair, annual dues	20 00	
April 10, 1898. Received of Illinois State Fair, annual dues	20 00	
April 21, 1898. Received of Indiana State Fair, annual dues	20 00	
April 22, 1898. Received of Iowa State Fair, annual dues	20 00	$ 196 45

EXPENDITURES.

January 20, 1898. Paid by order of Secretary to Spahr & Glen	$ 20 50	
May 7, 1898. Paid J. W. Fleming, expenses to Chicago and return	34 20	
May 7, 1898. Paid W. W. Miller, expenses to Chicago and reurn	9 00	
May 7, 1898. Paid John Cownie, expenses to Chicago and return	10 00	
May 22, 1898. Paid Chas. Downing, expenses to Chicago and return................	18 50	
May 2, 1898. Paid Chas. F. Kennedy, expenses to Chicago and return............	18 50	
June 13, 1898. Paid E. W. Randall for Fagley, expenses to Chicago and return.......	6 75	
October 24, 1898. Balance in treasury	79 00	$ 196 45

Respectfully submitted,
WM. M. LIGGETT, Treasurer.

Under the head of communications from the President, he reported all communications turned over to the Secretary, which will come up for consideration under another head.

The President called for—

Report of Executive Committee. No report.

Reports from the Committee on Transportation:

Mr. Fleming: Mr. President. You will remember that at the last meeting of the association, action was taken appointing a Committee on Transportation, of which you were made the chairman. And as you wrote, owing to illness you could not attend, you delegated another member of the committee, Hon. W. W. Miller, of Ohio, to act as chairman in your stead. I believe that Mr. Miller is indisposed this evening, or at least is unable to be present, and he asks me to present his report.

REPORT OF COMMITTEE ON TRANSPORTATION.

To the American Association of Fairs and Expositions:

Gentlemen:—The undersigned committee, appointed at the last annual meeting of this association to confer with the Central Railway Traffic Associations relative to reduced passenger rates to the several State fairs, and the securing of freight rates an class horses equal to rates charged on other exhibition animals, beg to submit the following report:

On March 8 the committee met at the Sherman House in Chicago, and proceeded to organize for the purpose of appearing before the Railway Traffic Associations in session at that time.

Through the kindness and interest of Col. J. Irving Pearce, President of the Illinois State Board of Agriculture, your committee was first granted an audience with the Chicago Sub-committee of the General Passenger Association, before which body it appeared and urged as earnestly as possible the granting of cheap excursions and a one cent a mile rate by the railways for carrying passengers to the several State fairs. Strong arguments were presented by the several members of the committee in support of the requests made. Your committee was very cordially received by the railway representatives, who, upon the retirement of the committee, took action, as appears from the minutes of the meeting copy of which was submitted to the members of the committee, as follows:

REQUEST FOR REDUCED FARES FOR STATE FAIRS UNDER AUSPICES OF NATIONAL FAIR MANAGERS' ASSOCITION.

By apointment there now appeared before the meeting a committee representing the National Fair Managers' Association, and composed of Mr. J. Irving Pearce, President Illinois State Board of Agriculture; Mr. John Cownie, President Iowa Agricultural Society; Messrs. W. W. Miller and J. W. Fleming, Secretary and Assistant Secretary, respectively of Ohio Department of Agriculture, and Messrs. Chas. Downing and C. F. Kennedy, President and Secretary, respectively of Indiana State Board of Agriculture, who had by a recent meeting of their organization been constituted a committee to wait upon the several Passenger Traffic Associations having jurisdiction over the territory in which their interests are situated.

The several members of the committee, in behalf of the respective organizations they represented, claimed that owing to the frequent reductions of rates to one fare for round trip to the cities at which the State fairs are located, the attractions they offer fail, at the same rate of fare, to induce remunerative attendance, and as a means of offsetting this untoward condition, desired the assistance of the railways to the extent of granting for each State fair (including the St. Louis Fair and Exposition), in addition to the round trip rate of one fare usually accorded, a rate of one cent per mile each way, on Wednesdays and Thursdays, good returning on Friday, from a radius of two hundred miles, the cheaper rate to apply at least on the direct lines. The committee further urged that unless they could have the support of the railways in the direction indicated, they would by reason of insufficient attendance be forced to abandon their State fairs. It was further argued that the National Fair Managers' Association tends to promote travel, for the reason that the State fairs occurring in succession, there is a following of exhibitors and many of the attendants.

The committee, after thanking the meeting for the privilege of speaking upon the subject, withdrew, whereupon careful consideration was given the application presented, resulting in offer of the following:

Resolved, That as in our opinion the rates and arrangements applied for are just and reasonable, we recommend to the Central Passenger Association that for State Fairs in its territory, under the auspices of the National Fair Managers' Association, a rate of one cent per mile be granted on Wednesdays and Thursdays, good returning on following Friday, from a radius of two hundred miles, and that on other dates a rate of one fare for round trip be accorded.

Adopted unanimously.

Upon motion adjourned at 3 p. m.

A. H. WARRELL, Chairman.
R. E. PEPPER, Secretary.

Your committee next endeavored to gain an audience with the Central Passenger Association, but the session of that body being closed, or about to close, we were only able to discuss matters with individual representatives and to present the following petition to Commissioner F. C. Donald of said Association:

Chicago, Ill., March 9, 1898.

Central Passenger Association:

Gentlemen:—The undersigned committee, representing the American Association of Fairs and Expositions, would most respectfully represent to your body, that at the present time a crisis confronts the managers of these annual meetings, and that methods heretofore assuring success, no longer can be depended upon to secure the attendance of large numbers of people at our annual State Fairs and Expositions. In the line of special attractions, we find it difficult to secure such novelties as will attract attention, and the present year with the Trans-Mississippi Epxosition at Omaha, we realize that unless extra inducements are offered, all our efforts to insure success must end in failure.

Assuring you of our high appreciation of your kindness in the past, by granting a one fare rate to these annual gatherings, we realize that, owing to the many cheap excursions, at much lower rates, planned by the railway companies, that a one fare rate no longer produces such results as it did in former years.

We would, therefore, most respectfully ask that you give this matter your most thoughtful consideration, and trust that after a full investigation you will find that in granting excusion rates for two or three days of the State Fairs and Expositions, at a low figure, that such action will not only conduce to the success of our fairs, but also in a marked degree redound to the benefit of the railway companies.

Knowing as we do, that no other factor has aided so materially in developing the agricultural resources of our country as our State Fairs and Expositions, even the thoughtless and indifferent could not fail to see the great improvement being made in the breeding of live stock, the production of fruits, vegetables and grain, thereby creating an emulation that has more than doubled the freight traffic of our railways. With the officers of the fair and exposition associations, the work assigned to them is not in the great majority of cases given any compensation, but is merely a labor of love, and in our extremity we appeal to you to assist us in still further developing our great agricultural and mechanical interests, by fixing a special low passenger rate in addition to the one fare for the round trip for the State Fairs and Expositions of 1898, in the full belief that a much larger attendance would thus be secured, and the increased interests would bring forth, in due time, abundant harvest that would prove of great value to the railway companies.

We have the honor to be,

Yours most respectfully,
Committee of The American Association of Fairs and Expositions.
W. W. MILLER, Chairman.

The following courteous reply was received:

Mr. W. W. Miller, Chairman of Committee of American Association of Fairs and Expositions, Office of Ohio State Board of Agriculture, Columbus, O.:

Dear Sir:—I beg to acknowledge the joint joint favor of yourself and colleagues addressed to the Central Passenger Association under date March 9. We will have pleasure in listing the subject touched upon therein for consideration at the next meeting of this association, and as we understand that your committee desires a hearing by the meeting, will cheerfully undertake to secure for you an audience. The date of the next meeting of the association is Wednesday, April 6.

Yours truly,
F. C. DONALD, Commissioner

Your committee then made an effort to reach the Central Freight Traffic Association, but failing, after repeated efforts and a wait of two days, to gain a personal audience, succeeded in placing before that body the following petition:

Chicago, Ill., March 9, 1898.

The Central Freight Traffic Association:

Gentlemen.—At a recent meeting of the American Association of Fairs and Expositions, a committee was appointed to confer with the Central Freight Traffic Association relative to the discrimination that has been made within your territory as to freight on horses, which discrimination is operating against the success of the fairs where it applies, and as a natural consequence must be against the best interests of the railways, especially the passenger traffic.

What we desire, and most earnestly urge, is a modification of your rates so as to transport to and from our expositions class horses at one-half freight rate, the same rate that is granted to other classes of live stock, and under the same conditions, viz., to pay full freight going, and where no change of ownership occurs, to be returned free.

A few briefly-stated facts with reference to the concessions that were formerly made by the railways to State fairs generally, may aid in determining the policy for the present, or at least to give warrant for a modification in the freight arrangements so as not to exclude horses, that is being urged by this committee.

What was true in former years had general application in all the States, as there was a general rule among railways for uniformity in these matters. Going back as far as 1864, we find that from that time up to 1883 the railways arranged with the State fairs, and general publication was made, that all freights for exhibition would be transported free. There were no exceptions and no discriminations against any class of exhibits, the only condition being that exhibiters should pay freight from the point of shipment to the fair, when by the stamping of freight bills by the Secretary of the fair or the presentation of his certificate that the shipments had been on exhibition, they were returned free, and the amount originally paid was refunded.

The result of these liberal extensions on the part of railways was to bring out the largest possible exhibits, especially those of live stock Many animals changed ownership, as they do now during fairs, and for such the railways received full freights both ways, as well as from the herds and stables from which they were taken, as broken exhibits were not returnable free under the arrangements. In 1883 the general manager of one of the great trunk line railways asked for a conference over the matter of State fair freights. He held that the railways were giving for fairs very low passenger rates, besides providing special excursions, and he felt that some change was justifiable and should be made in the freight arrangements, and suggested that it would be fair to charge one way, instead of carrying both ways free. Fair Boards conceded the justice of the matter, and it was so advertised, and no great objection was manifested on the part of exhibiters. A very few years later, without consultation, an exception was made of speed horses, and to this neither the boards nor exhibiters objected, because speed horses were very rarely returned direct from the fair to the point from which shipment was made, but continued on long racing circuits during the season, and could not avail themselves of the half rates under the rules, but when a year or two later the railways made another exception, including all horses, it was then that the evil results to the fair began to be felt, and they have continued growing more serious up to the present time. Class horses are now being exhibited in very limited numbers compared with former years, and the only complaint we have from exhibiters and the only reason assigned for not exhibiting is this matter of full freight rates both ways. Other exhibits of live stock have not been affected.

If this discrimination against horses is because of value, the claim does not hold good, because the pure breeds of cattle are sometimes greater in value, and are not so easily handled as are horses. The horse exhibits attract more visitors to the fair than other

classes of animals, and we firmly believe that our patronage has been reduced on account of short horse exhibitions more than we are able to determine, all of which affects the passenger traffic of the railways very much more, we are sure, than the freight received on the limited number of horses that of late years are being brought to our fairs.

The State fairs held within the limits of the Western Freight Traffic Association are still accorded the same freight rates on horses that are accorded to other classes of animals, the only exception being speed horses, to which no objection is made, and this committee most respectfully requests that your Central Association will take the same care and accord the same concessions to the fairs within your territory.

We believe it would be wise and good business policy to place class horses under the same benefits as are extended to other animals, and make the exception only for race horses, and we hope the Central Traffic Association will so decide. Respectfully,

W. W. MILLER, Ohio, Chairman.
JNO. COWNIE, Iowa.
CHAS. F. KENNEDY, Indiana.
CHAS. DOWNING, Indiana.
I. IRVING PEARCE, Illinois.
J. W. FLEMING, Ohio.
Committee.

After waiting several days for some reply to the petition, the Chairman addressed another communication on the subject to Mr. J. F. Tucker, Chairman of the association, to which the following reply was received:

Chicago, March 16, 1898.

Mr. W. W. Miller, Chairman Railway Committee, American Association of Fairs, &c., Columbus, O.:

Dear Sir.—This morning brings your kindly letter of the 15th. It seems to me you take rather pessimistic view of the result of fairs and expositions by the continuance of the rule of charging full freight rates in both directions on horses. The liberal premiums given to the owners of horses for exhibition at these popular gatherings, i. e., fairs and expositions, certainly are a strong inducement for their exhibition, while the liberal policy in the way of reduced rates for passengers and reduced rates for exhibits other than horses tend to draw the people. In themselves horses have ever been, in my mind, one of the most effective advertisements that has ever been devised and must redound largely to the finances of the owners of horses in such exhibitions.

There is no point as to the handling of horses or other live stock—the one is about as easy to handle as the other. The risk, however, as to horses is much greater, in my judgment, and I think without question I can speak for the entire membership of this association, some fifty roads, that taking what the railroads do as a whole towards the encouragement and aid in making the State, county and other fairs and exposition successes is all that they should be asked to do, particularly when considering the low rates that now prevail for services rendered in the transportation by the railroads. Yours very truly,

I. F. TUCKER, Chairman.

Through correspondence an audience with the Central Passenger Association was secured at its May meeting in Chicago. The chairman of this committee could not be present, but was represented by Mr. J. W. Fleming, the Secretary of our American Fair Association.

The committee was very kindly received, and discussed with the Passenger Association the claims for a cent a mile rate and popular excursions for the various State fairs. The Passenger Association took the matter under advisement and agreed to report at a future meeting. It seems the subject was discussed at "future meetings," but no decision rendered until the meeting in July. The following letter gives the result:

2 2 Chicago, July 28, 1898.

Mr. J. W. Fleming, Assistant Secretary Ohio State Department of Agriculture, Columbus, O.:

Dear Sir.—Advertising to your favor of 27th ultimo and my reply under date June 28, I beg to advise that the members of this association, at a meeting held on 13th instant, having reviewed the petition and arguments presented by yourself and members of your committee, to a session of the association convened in Chicago in April last and having carefully considered the basis for the excursion fares recommended by your committee, it was the sense of the meeting that compliance with your petition would, by reason of the large number of State and district fairs and expositions annually held in the territory of the Central Passenger Association, result in blanketing the lines of the association for a period of at least sixty days during the season of these expositions, with such abnormally low fares as would unprofitably discount and in all probability demoralize the revenue realized from regular travel. In this conclusion it was

"Resolved, That the basis of excursion fares requested by the American Association of Fairs and Expositions be respectfully declined."

As you perhaps understand, the resolution is addressed to the one cent per mile rate urged by your committee. It has been the practice of the association to concede to the fairs and expositions conducted in its territory, excursion rates of one regular fare for the round trip, and it is believed that such concessions present a sufficient inducement to attract such of the public as are interested in meetings of this character.

Yours truly,
F. C. DONALD, Commissioner.

Copy to Messrs. Chas. Downing, President Indiana State Board of Agriculture, Indianapolis, Ind.; Chas. F. Kennedy, Secretary Indiana State Board of Agriculture, Indianapolis, Ind.; J. Irving Pearce, President Illinois State Board of Agriculture, Sherman House, Chicago, Ill.

Your committee exhausted every effort in its endeavors to properly place before these railway associations the claims of the State fairs for better passenger rates and a modification of the freight rates on horses, and while not securing for this year all the requests made, we believe considerable good was accomplished by getting in closer touch with the railways, and that desirable results will follow. The demands of this association are right and just, as attested by some of the railway associations, and success to the fairs and the railways in the matter of fair traffic very plainly requires that they be generally acceded to, and we recommend that the efforts of this association to secure the same be continued with even renewed energy.

W. W. MILLER, Ohio, Chairman,
J. IRVING PEARCE, Illinois,
D. R. McGINNIS, Minnesota,
JNO. COWNIE, Iowa,
CHAS. DOWNING, Indiana,
CHAS. KENNEDY, Indiana,
J. W. FLEMING, Ohio,
Committee.

Mr. Fleming: Mr. President, this is certainly a most important matter. You know we discussed freely, at the last meeting, the rates which have been charged on horses and the effects which have resulted on our several fairs, and, as stated in this report, it is very hard to get the Freight Traffic Association to wipe out the discrimination being made against horses within the territory of the Central Freight Traffic Association. If I understand correctly, in the rules of the Eastern Association they make no such discrimination. We need uniformity in the rates. There are many horses that leave New York, Ohio, Wisconsin, and Michigan, and would go on to Illinois, Iowa, Nebraska, Minnesota, and other large fairs, but for the discrimination in rates, and the result would be that your exhibits would be vastly increased if we could get uniformity in this matter of rates on horses throughout all the territory. I think it is very important that we should continue to petition the Railway Traffic Associations to give us uniformity in rates. I am satisfied that we have made an impression on the association, and it seemed as if we were about to succeed. There was a wavering of opinion when we met them in Chicago. They met us very courteously, and in talking with them individually we could see that they felt as if our claims were just, but I suppose when they got alone, influences were brought to change their minds. I think they will see the justice of finally granting the petitions that have been made through your committee. Of course we are all satisfied that it does not benefit the passenger traffic of the railways. One argument made by your committee was that we paid all the expense, whether we had any people to patronize our fairs or not, and the railways got the freight whether the fair made a dollar or not. They do get the freight and they do get the horses, cattle and other stock and they do get their pay for this whether we make any money or not. All these matters were presented to the association and we asked that they should take some risk themselves. We called their attention to the fact that a few years ago they carried horses free both ways. They must have had a reason for doing so, and they must have believed at that time that it was beneficial or they would not have done so; but, as stated in this report, they kept moving a little further away, and if we let them keep on they will be charging full rates on everything after a while, and we must get some or all of the just claims that are necessary, to continue our fairs successfully.

Mr. Pearce: So far as the traffic rules are concerned, in Illinois they give each railroad the right to carry free one way if they choose to do so. I think in many instances they do that in Illinois. Mr. Fleming is right in regard to the effect of having injured the fairs and the railroads by extending the rule against horses. I have yet to see some road where the overcharge on freight does not reduce the passenger receipts and I think that the passenger people are beginning to realize it and are using some influence. We should not leave this matter to the committee alone, but everyone who has acquaintances with the officials of the road should use his influence not only in the freight department, but in the passenger department, and I think that in time it will come. It is true that they have deviated from their old usage of carrying free. I think in Nebraska they carry free, and they seem to see some reason for it, and when I told them that, they did not allow me to talk about it. They think that the fairs have got to go on anyhow, and they must make something out of the freight. I think that every man, whether he is on this committee or not, should try to bring about a change.

Mr. Furnas has an important one, and we would like to have it discussed. We would like to hear from every member present as to his views in regard to it.

Mr. Liggett: I think this committee should be continued in this good work, and I also agree with Mr. Pearce that the members of this association, individually, should co-operate with the committee and I think in many instances good work can be done in that way. I think the work should be in the charge of the committee, and then members of the association from different States should co-operate by means of their acquaintances. I think this work should be prosecuted vigorously and that the committee should go before the traffic associations this year and present the case, and I believe we will eventually get something out of it.

Mr. Fleming: The expressions of opinion regarding this matter, that are all given this evening, will be a great aid to your Committee on Transportation for the coming year, whoever they may be, in presenting the matter to the traffic associations, because all that you say here to-night will go before these railway associations.

Mr. Harriman: I would like to inquire how this committee was constituted. Was it appointed by the Chairman, or was it named by the association?

Mr. Furnas: I think it was appointed by the chairman under the rules.

Mr. Harriman: Perhaps it would be out of order then to ask that this committee be continued. It seems to me highly proper, inasmuch as it has got its hand in, that it would be well to continue it, but possibly it may be considered out of order to do so.

Upon being asked what roads gave the half rate, Mr. Pearce said: "The Secretary will state whether there was any that did not give it. All of them gave it, with some roads excepting horses. They let each road do as it thinks best without being reported or brought to account, but recommend it as a rule to be adopted. It left each road to use it own judgment as to their best interest, and I think they will all see it to their best interest, at least they ought to. They ought to help us and we can help them.

Mr. Furnas: Nearly all the western roads here carry exhibits both ways free: recently in some States only one way free, paying full fare there and being returned free. In this State we have been favored, our exhibits being carried free, upon a certificate of the Secretary that the exhibits have been in place and have not exchanged ownership. There is this fact in connection with fairs: while that has been done, the railroads may feel that they have done all they should do in the early part of this work; but this is a fact shown by records that all fairs from the county fairs to the State fairs have been failing for a few years. They are not as prosperous and vigorous in their work as they were a few years ago. I noticed a publication the other day in which it was stated that in the last two years there had been 1,200 fairs which had gone out of existence entirely, and it does seem to me there never was a time when more should be done to encourage these fairs. If they are worth anything they are worth caring for and sustaining, and I hold that they are of great benefit as educators. If I did not regard a fair as an educator—an object lesson school—I would have nothing to do with it; and I repeat that I think there has been no time within my remembrance in connection with fairs when it was so important that every aid obtainable should be had, and the railroads ought to look at this matter in the light in which they are interested. They are interested as much or more than the managers of fairs who are laboring in that line. It certainly throws a great deal of traffic on the various roads and they are in terested in the building up of these western portions of this country. I think the disposition on the part of the eastern roads, to not give encouragement to the fairs in the west, is on the ground that perhaps all has been done necessary to help build up the country; but in the western States the railroads have seemed to understand from the start that whatever they do to build up the country is to their interest, and I think it is the duty of everybody, who is in this connection with the work of fairs, to use his influence in having the railroads understand this and render all the aid they possibly can.

Mr. Pearce: I have felt a growing interest, and have felt that the railroads have been helping us more each year, making the rates better. They have given us low rates, even lower than one cent a mile in many instances for distances within fifty to one hundred miles, and helping us in every way, and there is not a railroad that has not believed that the interest has been growing in Illinois and through liberal treatment, and I think they will find it so everywhere if they will encourage it.

Mr. True: I would like to have Secretary Fleming, in behalf of the Committee on Transportation, state if the Central Association gives any reason for this apparent discrimination. In the Western circuit, in Wisconsin, we do not have this discrimination: horses are hauled the same as other animals, for one-half fare. Do they give any reason why this is done?

Mr. Fleming: They have one reason, and only one, and that is, they claim that horses are of such great value that if one of them is hurt they are called upon to pay high damages. One of the very high officials told me they had two horses hurt on one of their lines, and it cost them considerable money, and he said: "I am irrevocably opposed to this." We took up that point with the association, and we proved to them very conclusively, and this gentleman in particular, that he was very much mistaken in his idea that horses were of greater value than some other animals. We showed him that some of the pure-bred bulls and cows were worth a great deal more money, except, perhaps, some of the very valuable race horses, and we did not ask any rates on them. I believe we made a very good impression on other members of the association, and am satisfied if it had not been for this one gentleman, our demands would have been acceded to last year, covering all territory of this traffic association.

Mr. True: In order to bring this matter before the association, I move that the report be accepted as a report of progress, and that the committee be continued under instructions to push the work as best they can during the coming year, at the discretion of the President, with power to substitute.

ADMISSION OF MEMBERS.

Mr. Hill, of Toronto: I beg to make application for membership in your association on behalf of the Toronto Industrial Association.

Mr. True: That brought to my mind that the Wisconsin State Board of Agriculture has never become a member of this association. The State Agricultural Society that was formerly in existence was a member, but the organization having been changed, I make application for the Wisconsin State Board of Agriculture.

Mr. Fleming: I have, Mr. President, a letter from Mr. Sydney Smith, Secretary of the Dallas Fair, of Texas, who makes application for membership. (Reads letter).

Mr. Furnas: Those in favor of receiving these three new applications will say "aye." Carried unanimously.

The Chair appointed as a Committee on Programs: J. W. Fleming, of Ohio; W. C. Garrard, of Illinois, and Mr. P. L. Fowler, of Iowa.

Mr. Fleming: Mr. President and members, you will perhaps all call to mind that in the Secretary's report it was clearly stated what the membership fee was for. I do not suppose it is necessary to take up time to-night for you to come forward to pay your membership fee. It will, perhaps, be satisfactory if I send you a bill and you can send the fee to me, and I will give credit and forward to the Treasurer. It is, of course, understood that we must have some money for expenses. I think this method will be satisfactory to you all, more so than if you took the time to come forward to-night. Simply remit when the bills are sent to you.

Mr. Hill's paper being the first on the program, it was called for. He asked to have it postponed until morning, as it was not quite completed.

(To be continued.)

Editor's Note—The proceedings of the convention of the American Association of Fairs and Expositions are very voluminous, and will run through the January and February issues of "The Billboard." They abound in interest. The leading and brightest minds in this field participate in the discussions and deliberations. It is hoped that managers everywhere will follow the series of papers closely.

Incompetent Judges.

The season of 1898, more than any in the past, has shown the importance of competent judges. For frequently the stand is occupied by men whose only recommendation is that they are prominent in other ways, and on this account the owners, drivers and public in general suffer. For many years the knotty problem of starters has been settled by wise selections to fill the difficult position. Paid starters of national reputation for competency and honesty have been the rule, rather than the exception, and there is no reason why the judges should not be chosen in the same way. The responsibility of the men who decide the result of races is enormous. They not infrequently decide wagers of very large amounts, and by settling the position of the horses they sometimes make or detract from the reputation of sires of speed.

It has been most apparent for many years that the paid judges must come, and yet no association is willing to take the initiative. Few, if any, of the leading associations are as fortunate as is the Kentucky Trotting Horse Breeders', for this body of men are able to pick from among their number or immediate acquaintance men who are thorough horsemen, as well as men of reputation and position. Men whose decisions are never questioned, for it is well known that they will do their best, and that best is all that is necessary, as they know the rules and know also how to apply them.

This is not the case everywhere, and not unnaturally, for it is a difficult matter to find men who are astute horsemen and of strict integrity as well. For this reason, the paid judge should be inaugurated. Some man whose knowledge of racing is established, and whose position among men is assured, could be found, who, for a stipulated salary, would be willing to devote his time and energy to deciding races. Such has been the case on the running turf for many years, and no one has ever questioned the wisdom of the practice. It is unreasonable to expect any man to give up his time without compensation, even though he might be an ardent admirer of the light-harness horse. It requires years of application to enable a man to be a wise judge and hours of study of the rules and the form of horses. It is not an uncommon thing to see in the stand men who have no conception of what the various horses in a race have done or can do, and yet how necessary that the judges should be posted on the form of the horses! Keen eyesight, quick wits and common sense are necessary requisites in a judge. These qualities to some may seem plentiful, but such is not the case. Judges frequently find themselves in a position where they do not know what to do next. This is a dangerous condition, for they are called upon to act quickly and to decide hard problems wisely. It is, of course, very complimentary to ask a man into the stand, and the temptation is great to enter it and show one's knowledge of a horse race, but it is wrong to do so unless one is thoroughly competent and well posted. Too much is at stake. A fortune may be decided away from its proper owner. Fraud may be overlooked, or an innocent person punished through the stupidity or culpability of the occupants of the stand.

Just why this has not been changed, no one seems to know, except that, like all other reforms, changes come slowly. The judges' stands is now one of the weakest points of the management of trotting associations. It may be satisfactory for small county fairs to select for judges the Mayor or some other prominent man, but not so with the larger associations. These affairs should put on a metropolitan air. The right men should be in the right place. After all, the chief aim of associations should be justice to all, and this can not be the case until the incompetent judge steps down and out, and the master of his profession takes his place. —American.

Some "Days."

During the season just past it was to be expected of course that the war heroes should predominate, in naming days, and they did.

114 fairs had a Dewey Day.
110 had a Hobson Day.
78 had a Schley Day.
73 had a McKinley Day.
49 had a Sampson Day.
30 had a Miles Day.
24 had a Shafter Day.

Then there were State days, county days and city days. G. A. R. Days were numerous, and we heard of some dozen fairs that devoted a day to the W. C. T. U. Almost every fair of the season had a Children's Day, and next in popularity came Farmers' Day.

OMAHA FAIR IS OVER.

Winds Up in a Blaze of Glory and Damage Suits.

Profits Are Tied Up—Many Persons Will Go to Law to Settle Their Grievances—Charges of Forgery Made—Case of Superintendent of Exhibits, Accused of Crime, Is Postponed for a Week.

Special Correspondence to "The Billboard."

Omaha, Neb., Nov. 1.—Last night the Trans-Mississippi International Exposition closed. Hallowe'en parties continued their pranks until early morning on the grounds, and it was a jolly closing scene. The last hours of the enterprise were the most brilliant in the history of the five months' exhibition. It is estimated that 75,000 crowded the grounds. It was Omaha Day, and everybody was there. Up to this morning 2,552,398 persons had registered at the turnstiles, so the grand total will be considerably over 2,600,000.

The exposition was a financial success, something over $400,000 remaining to be divided among the stockholders. A fraction less than $2,000,000 was received and $1,500,000 expended. The concessions paid the exposition $300,000, and the exhibitors $200,000. Sixty thousand dollars was received from other sources. The highest number of people in any one day was the opening of the peace jubilee, when President McKinley spoke, 98,786 persons being present for the occasion. It is estimated that the passes issued for all persons were slightly in excess of 300,000. The exposition owed $200,000 when the gates were opened, $390,000 was subscribed for the exposition, and all but $90,000 of that amount paid. In addition corporations donated $160,000.

MANY DAMAGE SUITS.

It is estimated that the subscribers should receive back about 80 per cent of their subscriptions, but there are innumerable damage suits promised, and the probabilities are that the surplus will be tied up for a long time. In the first place, the Wild West Show wants $50,000, because the exposition, after giving it the exclusive contract for exhibiting Indians, went into the business itself, and, with the Indian Congress, put on a show that could not be competed with. From the two companies having Oriental streets on the grounds, suits for $50,000 each will be commenced. The Streets of Nations allege that the exposition company gave them a concession after the Streets of Cairo had been given one, alleging that the previous concession was not exclusive. The Streets of Nations were kept in all kinds of trouble, and are now being forced to give a bond to protect the exposition company. The Streets of Cairo Company wants $50,000 because it paid the exposition company for an exclusive franchise and failed to get it. The man who has the concession for reserved seats on the grounds wants $25,000 because the company later put free seats on the grounds in violation of the contract. The man who got the concession for putting in slot machines for returning a drink of spring water for a cent wants damages because the company later put in free drinktubes. And there are still many others who declare their intention of suing.

JUDGE SCOTT IS WRATHFUL.

The District Court, presided over by Judge Scott, had all the five department managers before it for contempt in violating instructions and injunctions of the courts and the Court asserts that it will resort to severe measures to make the company obey its orders during its last hours. This trouble grows out of the refusal of the company to obey the Court's orders in the fight between the two streets of the Orient.

A more serious feature of the litigation is the charge of forgery against Superintendent Hardt, of the Department of Exhibits. He was to have had a hearing to-day, but it was postponed until next week. He is charged with changing the report of the Jury of Awards, and this alleged irregularity has caused many of the exhibitors to demand a new deal all around, which is now impossible. The determination of a majority of the Executive Committee to appropriate $10,000 with which to publish a history of the entire enterprise is the source of new trouble. The minority in the committee will enjoin the action, as it asserts that the committee exceeds its authority to to such a thing. The future of the grounds is uncertain. There are numerous schemes to have an exposition next year, the most promising being that of an Eastern company that desires to use the grounds for a colonial exposition next year, which will show the products of the Spanish colonies captured in the late war.

The largest steer on exhibition was a purebred Short-horn, weighing 3,100 pound, raised by Philips H. Zwiebel, of Papillion, Neb. The animel was in ordinary flesh, and had the bone and frame to carry 500 pounds more.

The largest apple on exhibition was among the Iowa fruit, of the Wolf River variety. It weighed 1½ pounds, and measured 1½ feet. It was raised at North English, Iowa county. The five largest apples were in the Wisconsin exhibit, and were of the Wolf River variety. They were all fine specimens. In fact, all of Wisconsin's fruit was very creditable.

The most attractive feature of the exhibits in the Dairy Building was the flowers made of butter by Mrs. McDuvell, of Minneapolis, Minn., and the refrigerator car containing the busts of Dewey, Lincoln and others, made by the Centennial buttersculptress, Caroline Shawk Brooks. The exhibit was made by Missouri.

From an educational point of view, the exhibits made by the Government, of the many different fibres of commerce and the products made from them, took the lead. Even the despised corn stalk had its place, and the manufactured articles from it are of vast value.

OHIO NEXT.

TOLEDO IN 1903.

Grand Exposition, Celebrating the Centennial of Statehood.

On Nov. 22, 1802, it was enacted that one portion of the Northwest Territory should come into the Union as the State of Ohio. On Feb. 19, 1803, the last procedure necessary to constituting Ohio a State was completed. Its territory had already become historic. It was visited by the French as early as the seventeenth century, and during the eighteenth century the French made extensive explorations. In the French and Indian War it was claimed both by France and England, but England, of course, got it. It was annexed to Canada in 1774, and ceded to the United States in 1783. Virginia claimed all of it south of 41 deg., and Connecticut and New York claimed the rest. Fierce fighting with the Indians was necessary in order to convert it into a peaceful portion of the new republic.

Nearly a hundred years afterward, when Ohio had seen a number of her sons in the highest places of the Nation; had contributed 400,000 men to the Federal cause in the great Civil War, and was become one of the richest of American commonwealths, it occurred to a man in Toledo that the centennial anniversary of what was done in February, 1803, deserved a great celebration. An exposition such as celebrated the centennial anniversary of 1776 seemed the proper thing. Accordingly, Mr. S. S. Knabenshue wrote an editorial, which appeared in the Toledo Blade Nov. 23, 1895. He asserted that "no small, perfunctory exhibition" would satisfy the people of Ohio. The admission of their State deserved an extensive celebration, and the General Assembly should see that such a celebration was held.

Copies of this article were sent to every member of the Legislature and to all the newspapers of the State. The idea "took." The press commended it, and the Legislature acted upon it. In January, 1896, a joint resolution empowered the Governor to appoint an Ohio Centennial Commission. Then arose a discussion as to whether the centennial should be celebrated by an exposition or by the erection of a great memorial building. The commission took the latter view, and wound up its career by reporting in favor of a memorial building at Columbus.

But the last word had not been spoken. The advocates of an exposition in preference to a memorial building pushed their cause with vigor. There was also another strong opponent to the idea of a building at Columbus. This was the city of Toledo. One of the important documents in the history of the centennial is a resolution passed by the Common Council of Toledo, March 28, 1898. The Council of Toledo addressed the General Assembly in these words:

"We believe that the citizens of Ohio are in favor of holding during the year 1903, within the boundary of the State, such an exposition as will not only fitly commemorate the deeds participated in by the State and its citizens during the first century of its existence, but also such an exposition as will truthfully and fully represent the immense and varied growth and development of the State in all its varied resources."

Thus Toledo phrased the general case in favor of an exposition. Then, craftily, did her councilors proceed as follows:

"History shows that of the fifteen points in Ohio made memorable by its conflicts, in which the very life of the Nation itself was at stake, eleven are in Northwestern Ohio and five are in the city of Toledo. No location in the State can substantiate so many claims on historical lines for the location of such an exposition as can Toledo."

There was the corner of these resolutions in whic hthe wind really sat. The resolutions went on to show that the exposition must be held on Lake Erie; that Toledo was the most salubrious and convenient point available; that its facilities, both by land and water were unsurpassed; that, in fine—to lapse terribly into slang—it was the only pebble on the beach.

And the resolutions did not stop there. Shrewd Toledo knew better than to rest her case upon fine speeches. "With these considerations in view," continued the resolutions, "the citizens of Toledo have unanimously instructed the undersigned to tender to the State one of the parks of the city, known as Bayview Park, being a beautiful tract of land consisting of about 900 acres, upon the lake front." The resolutions closed, like an orator with his hand upon his heart, in a vigorous declaration that Toledo would do all in her power to aid in making the exposition admired "by all the people of the civilized world."

What would a General Assembly be like that could resist such temptations as these, especially when they were backed up by 900 acres of land in a really desirable situation? A joint resolution fixed the location of the centennial at Toledo, and on April 26, 1898, there was passed an act creating a commission of twenty-one members, one from each Congressional district of Ohio. In such fashion, the scheme for an Ohio Centennial Exposition, to be held in the city of Toledo in 1903, grew by degrees into full existence.

At present there are two bodies concerned in the preparations for the centennial. The State Commission, of which Col. James Kilbourne, of Columbus, is the President, has in hand the whole subject of preparing the scheme of the centennial. This scheme will be submitted to the General Assembly at its next meeting. The commission convened at Toledo, Oct. 26, and held a conference with a local improvement commission, consisting of nine citizens of Toledo, with Mr. J. E. Gunckel at its head. A committee of the State Commission is now at work organizing the Ohio Centennial Company, which will conduct the business of the exposition.

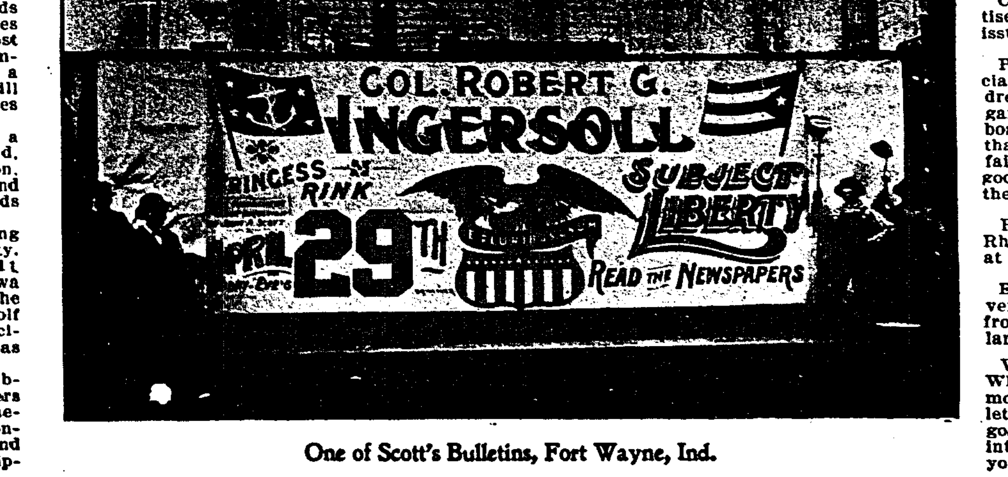
The complete list of the State Commission is as follows: Col. James Kilbourne, President, Columbus; John F. Kumler, First Vice President, Toledo; Dr. W. A. Belt, Second Vice President, Kenton; Lem P. Harris, Secretary, Toledo; J. L. Hampton, Sergeant-at-arms, Columbus; W. H. Stewart and M. A. McGuire, Cincinnati; N. P. Ramsey, Dayton; Wm. Binkley, Sidney; George K. Otis, Hicksville; John W. Davis, Batavia; Henry Flesh, Piqua; Lucien J. Fenton, Winchester; M. H. Donaghue, New Lexington; Geo. B. Christian, Marion; Curtis E. McBride, Mansfield; B. J. McKinney, Marietta; Thos. G. Donaldson, Scroggsville; Jesse P. Forbes, Coshocton; J. Craig Smith, Youngstown; John M. Stull, Warren; D. E. McLean, Cleveland; J. W. Conger, Cleveland.

The two commissions have gone to work with a will. They have examined Bayview Park, and have practically decided, says Mr. McGuire, to accept it as the site of the exposition. It is now being surveyed, and the commission is waiting for the report of its surveyors. Meantime, it is offering a prize of $100 for the best design for a trademark to be put on all centennial belongings. The late exposition at Omaha was studied by a great delegation from Toledo, with especial view of getting "points" for the Ohio exposition.

But the exposition had hardly been decided upon when the conception of it began to expand in size and significance. The first great move was to interest all the States of the old Northwest Territory. That seems to have been done. Then, it was determined that Kentucky and the Virginias must be taken in hand, and persuaded to interest themselves, both because of a large migration from those States into Ohio, and because it was largely Southern soldiers who fought the Ohio wars; followed St. Clair to ruin and Wayne to Victory; and conquered the Northwestern wilderness for civilization.

A still more important move, however, is now on the carpet. St. Louis has talked of celebrating the Louisiana purchase with a centennial exposition in 1903. As the Ohio centennial, set for the same year, was agitated two good years before the St. Louis scheme was broached, the Centennial Commission will move heaven and earth to combine the Louisiana and Ohio centennials in one grand international exposition at Toledo which shall eclipse the World's Fair at Chicago. "If we can not effect this combination," says Mr. McGuire, "we will change the date of our exposition, and hold it in 1902."

It will be remembered that the admission of Ohio dates from Nov. 22, 1802, though the final act of that great event did not occur till February, 1803. Thus Ohio may consistently hold her centennial in 1902, if circumstances make that date the more advisable.



One of Scott's Bulletins, Fort Wayne, Ind.

Though Cincinnati can not have the centennial within her own gates, this city has close associations with Mr. T. E. Gunckel, who, as head of the Toledo Improvement Commission, will be one of the chief figures of the centennial. He is a nephew and namesake of the late John Elstner, of this city, and his sister is Mrs. William M. Ampt. But when he was asked for some account of his career he replied: "My life has been such an uneventful one, I am afraid you can not get enough interesting matter to get an article." However, Mr. Gunckel, who is a famous fisherman and yachtsman, had to admit that he had earned fame in several ways, among them as a teller of fish stories. Some years ago the New York Herald offered a prize medal for the biggest "fish lie." Mr. Gunckel, out of 2,800 competitors, carried off the prize. He has also made a reputation as a writer, having taken no less than eleven prizes for stories or articles in Eastern magazines. He organized the Toledo Newsboys' Association, is now its President, and each Christmas he gives a dinner to some 5,000 hungry boys and girls. He belongs to fourteen fishing and hunting clubs, and is Commodore of the Interlake Yachting Association, which includes all the clubs on the Great Lakes. Mr. Gunckel is an Oberlin man, and was born in Germantown, O., some fifty years ago. For thirty years he has been located at Toledo, and for twenty-one years he has been Passenger Agent of the Lake Shore & Michigan Southern Railway.

Glasgow Fair.

(Special Correspondence.)

Glasgow, Ky., Nov. 12.—At a meeting held this day the following officers were elected for ensuing year for South Kentucky Fair Association: W. A. Huggins, President; J. T. Winlock, Vice President; Thos. Dickinson, Treasurer; J. T. Carter, Secretary; W. B. Smith, L. W. Preston, Thos. Dickinson, W. D. Dickinson, Brent Dickinson, Directors.

A New Association

Of Fair Followers Proposed.

I am a glass engraver by occupation, and have been attending fairs and conventions, doing fancy engraving and display of fancy glassware. Your paper has been of considerable help in the way of information concerning dates and other interesting matter. While this has been my first year of traveling in this line, I find many little incidents that happen, which, if the people that follow the fairs (that do a legitimate business) could form an association, it would be a great help. A great many men who have charge of selling space try to impose on people. For instance, I witnessed an incident at Terre Haute, Ind., at the street fair, where a party had written the Secretary for a price on a space, 4x5. The letter showed that the price made was $5 for the space for the week. After the party got to Terre Haute, the privilege man stated that the price would be $12.50, and the man had to pay it. If there was an association, and a committee or representative to treat directly with the managers of fairs, there would be fair play for all concerned. I think the street fair is the coming fair, and in time the manufacturers can be induced to take an important part. Here in Indiana we have cities where there are large glass factories and it would be a great treat for the visitors to see a glass factory in full operation and the displays of fancy glassware. There could be certain days set for the admittance of all visitors. I see I have taken up considerable space. Trusting I have not taken to much liberty in writing you, I am, yours very truly,

R. L. HUTCHISON.

(Editor's Note.—It would seem that Mr. Hutchison's proposal is both valuable and useful. We think an association such as he outlines would be of great benefit to fair follower. In case anyone in this line desires to take the matter up, we suggest that they write Mr. Hutchison. His address is Box 385, Summitville, Ind.

W. A. Higgins, of Cave City, Ky., is President of the South Kentucky Fair Association, and the active management of the organization devolves upon him.

C. A. Lee, of Winterset, Ia., has been reelected Secretary of the Madison County Agricultural Society.

C. H. Feoppel, Hollidaysburg, Pa., advertises a living six-legged calf for sale in this issue.

President Furnas, of the American Association of Fairs and Expositions, in his address at the annual convention of that organization, at Omaha, said of "The Billboard:" "It is the only paper in America that devotes a department exclusively to fairs and expositions, and it has been doing good work. I think it is proper to recognize the work of this paper in some form."

Ben Richards, Secretary of the fair at Rhodes, Ia., is cashier of the Farmers' Bank at that point.

E. C. Maston, of Portland, Ore., is working very hard to have the State Fair removed from Salem, where it is now held, to Portland.

We want letters from Secretaries of fairs. Why can not YOU write us a letter every month. If you do not care to write a formal letter for publication, then write us a newsy, gossipy, personal letter. Tell us what you intend doing, what you are doing, and what you have done.

North Carolina.

Just listen to the way the editor of "Progressive Farmer" sails into the North Carolina State Fair, recently held at Raleigh.

He writes with a bitterness that would lead one to believe that he had been against the shells himself. Hear him:

"Some time ago the management of the so-called State Fair made some nice promises, and religious and secular press, accepting these at face value, announced that the fair this year would be clean and creditable. The Progressive Farmer said, 'When the fair proves itself clean, then, and not till then, should it receive the support of our State Board of Agriculture.'"

Well, the fair was held in this city last week, and we do not hesitate to say it was by all odds the most indecent and vulgar one we have ever seen. Unless the State decides to put a premium on vice, filth and general wickedness, or the fair is purged of its uncleanliness, it should never receive more aid from the State. If it must depend on disgraceful side-shows to keep it alive, let it die, and die at once. It will be better for the people of the State and for the fair managers. The people of the State are too virtuous, too decent, to patronize a fair where nothing is too much of a humbug and nothing too vulgar or indecent to obtain admission, provided it pays a certain per cent. of its worse than blood money into the hands of the managers.

"As the Western Plowman said of the Illinois State Fair managers recently: 'Some of them are good men, excellent men; but others, it would seem, have no more regard for decency than a hog has for beautiful flowers.'

"If the fair wishes the support of the State, let it not insult Christian civilization by acting as if our men had no virtue and our ladies no modesty.

"We are told that the President and also a committee of reputable gentlemen appointed to inspect the side-shows did all in their power to make the fair a clean one, but there were some "circumstances over which they had no control." The people do not understand, but they, as taxpayers, demand, and we demand that this committee make a full explanation and give the names of those who are to blame. Justice to themselves demands it."

Street Fairs.

With the 15th inst. closed the "Mt. Vernon free street fair." This is the third annual session of this organization, and it bids likely to become a permanent thing. This session, however, would not compare fully, in some respects, with the preceding ones. The exhibits of horses, cattle, sheep and hogs were inferior, but there was a fine display of peaches, pears, corn, wheat, grass seeds and vegetables. There was also a large and beautiful display of domestic fowls, and the display of vehicles and farm implements was exceedingly fine. And to the credit of the ladies it should be said that their exhibition of needle-work, home dairying and the culinary art was as extensive and as excellent as one could have expected to see. The crowd on the last day was very great, estimated by several to be larger than at either of the former fairs by some nundreds.

With the preceding, this fair also must be pronounced a success, and yet to my mind they can be improved upon. Although the weather has been very favorable during all three, yet this last was too early in the season for the farmers of Knox county. They were very busy cutting up corn and preparing for and sowing wheat and doing other important work. Very few would be willing to cease filling their silos and sacrifice saving their fodder and their wheat sowing for the fair. For these reasons and others the fair should be later in the fall. Then what an excellent thing it would be to have a farmers' exchange in connection with the fair! In the fall when their wheat is all threshed, seeding done, corn harvested, fruits and vegetables all gathered, farmers have stock of different kinds and grains and fruits and vegetables for sale or exchange. Some there are who want to buy, while others want to sell. Have it understood that this exchange or sale is to be an inseperable part of the fair, and how great at once will become the interest in this yearly gathering!

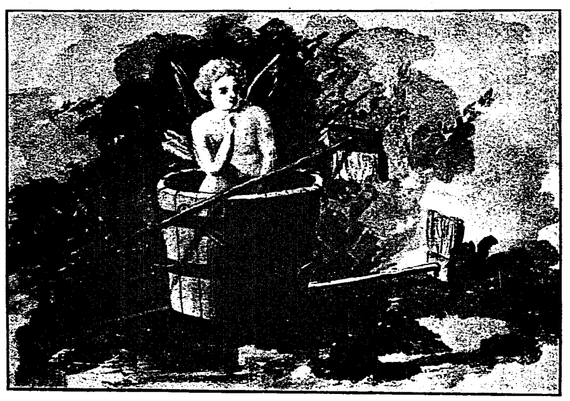
The premiums are not sufficient to induce farmers to put forth effort to bring their stock and produce to the fair. And they do not expect nor desire large premiums—especially at the street fairs. Their greatest ambition is to succeed in their respective lines of work, and when their efforts receive just recognition they are satisfied. This advertises their stock and produce, encourages worthy competition, and makes ready sales. Therefore the judges in the several departments should be not only strictly just and honest, but competent.

Then why could not the social element receive a larger share of attention? As it is the fair is a time when the farmers and their families gather from all over the country, renew old friendships and exchange happy greetings, but is seems to me that this feature could be more fully developed with much interest and profit to everyone.

The moral element also should receive strict attention. As a Christian people we can not afford to take our children to the fair and have them exposed to the vilest of temptations and become witnesses of debauchery and every manner of game and trickery. So far these things have been restrained at this fair, and the order in the main has been excellent. Glad am I to bear this testimony.

Would it not be well to cultivate also more extensively the intellectual and artistic elements? Certainly the county fair furnishes an excellent opportunity for improvement on many lines. —B. Asbury.

When doth the poster leave his work,
When doth he all his posting shirk,
And look sublimely stupid:



Never, you say! Ah, that 's true—
Like all us mortals, this he'll do,
When in the hands of Cupid.

Denton, Texas.

The Denton County Fair was inaugurated only four years ago, and was an immediate success. The second fair was twice as good as the first; the third twice as good as the second; and the fourth, the one this year, twice as good as the third. "If," said Judge Piner in his fine opening speech, "this geometrical progression should continue, it would not be many years before the Dallas Fair would need to look to its laurels."

Most fairs receive their greatest support from the towns in which they are located. Such is not the case with the Denton County Fair. The exhibits are from all parts of the country, and represent all the pursuits carried on in it. Diversified farming is much practiced here. These farmers farm with their brains, as well as with their muscles. Denton County claims to be the banner county of 1898. In support of its claim it presents the following figures of the products of this county for the current year: 30,000 bales of cotton, 1,000,000 bushels of corn, 1,000,000 bushels of wheat, and 25,000 of hay, all amounting to nearly $2,000,000; besides a very large production of small fruits, grapes, potatoes, etc.

Fair Notes.

Do not let any one element dominate the fair. To be entirely successful, it should not be entirely in the hands of the W. C. T. U. nor the liquor dealers either.

Neither should it be controlled by the church folks. The fair is an advertisement in the shape of a public function, and should be neither above nor below the level of the public from which it draws its support.

As an advertisement for a town or city, the street fair possesses many advantages over the agricultural fair, not the least of which lies in the fact that it brings the crowds it attracts right into the business streets of the town, and holds them there.

With the agricultural fair it is different. By reason of the fact that it must have large and commodious buildings, stables, pens and, mayhap, a race track, it must be located out of town or at least on the outskirts of the city. Too often it takes people out of the town, rather than increases the floating population.

Commissioner Peck is back from Paris, and having secured additional floor space, naturally is desirous of booming the American exhibit at the Paris Exposition. The Commissioner is a very worthy gentleman, but the project is not. It would serve France right if the space allotted to America was left entirely unoccupied at the coming show.

If you go to the county fair, and it is conducted as it should be, you will be educated and recreated. This is a rotation that ought to come in the life of every farmer. "After toil cometh rest." Did it ever occur to you that the man who has been engaged in the most toil is the best adapted to enjoy a rest? The lazy man does not enjoy rest. It is not enough change from what he has been used to.—Wisconsin Farmer.

"The Billboard" is now regularly read by 1,214 managers and secretaries of fairs, food shows and expositions in America. It covers the entire field, and no other journal does. "The Billboard" is alone in its class. We want letters from fair managers. We want to hear from them every month. Whenever we can reciprocate with information, data, statistics or anything else, command us.

W. H. Heyser, Secretary of the Rockland Fair, says: "'The Billboard' is always a welcome guest. I find it a never-failing source of suggestion and inspiration.'

The Fair.

The fair is an advertisement. Simply that, and nothing more. As long as its managers keep this one vital fact in view and operate it accordingly, it will thrive and increase in usefulness every year.

If attempt is made, though, to turn it into an educational institution or a straight-laced department of the church, it will fail miserably. It is not and never was intended to be either a sermon or bald lesson. The shows, music, races and legitimate games are as much a part of the fair as the exhibits themselves.

The farmers' papers that are inveighing against them do not know what they are talking about. You could as easily run a newspaper without news as a fair without amusements and music.

The fair is an advertisement. Make it attractive—alluring, and it will pay. Make it dry, prosy and uninteresting, and it won't.

State Fairs Are Improving.

Whatever may be the tendency of the minor fair associations nowadays—and it must be confessed that too many of them are "advancing backwards"—the State fairs as a rule are cleaner, more useful and better in every way than ever before. There are some exceptions to this. Several State fairs are "wide open" so far as gambling and other forms of immorality are concerned, but the general tendency is the other way. Ohio, New York, Illinois, Minnesota and Wisconsin are notable examples of clean State fairs, and they are also examples of successful fairs. The people are demanding that what represents the State, and is supported, at least in part, by State addi shall be free from immorality. Why should they not make the same demand of an association that is supported by their own community?—Exchange.

La Crosse, Wis.

Special Correspondence to "The Billboard."

Pine Bluff, Nov. 1.—The fair this year, while not a failure, was not a success. Unusually wet weather, coupled with frost, defeated all the hard work on the part of the officers. They will try it again next year, however.

C. R. Wagner, speaking of judging sheep at fairs, says:

Let all fair boards, county, district and State, do away, once and for all, with competition among breeds. There is nothing in it for anyone, for how often do we see an expert pass upon the sheep this week and next week, upon the same flocks, another judge would just turn his predecessor's work upside down? Do entirely away with sweep-stakes among breeds, as it is a genuine nuisance and a fraud. Make separate classes for the leading breeds and attach premiums in accordance with your ability to pay.

Whenever you want any information, write us about it. If we do not have it, we will dig it up for you.

Manager Munson, of the Springfield Fair, writes as follows: "Enclosed please find $2, which pays our subscription up to the end of the century. 'The Billboard' is simply invaluable to me. Our advertisement in your columns brought us more replies than all of the rest of the papers we used.

We have not heard of a single Dewey Day that was not a success.

"The Billboard" is the only journal in the world that is published in the interest of fairs, food shows and expositions.

Business here is very slow. However, many of the boards are covered with the paper, but there is room for more. When that is gone, there will probably be enough more to fill over the boards again. August Erickson, the city bill poster, has been greatly annoyed by the liberty certain persons have taken by using his bill boards for their own benefit without paying him.

Some boys of a local High School, who were placing half-sheets for a football game, backed several on the boards without asking the owner's permission. August said that if they had given him some bills he would have posted them free of charge, but they ought not tack bills on the boards. There has been a great deal of this going on lately, and if it is not stopped there will be trouble.

A new distributing service has been started here, with A. Smith as manager. They have done considerable work lately, depending on local trade mostly, but have also done some for outside firms. The work was done in a fair manner, but the advertiser does not have the guarantee that the I. A. of D. gives. August Erickson, the local representative of that association, states that he is not worried in the least over their entry into this field, and said: "Let them have all the work they want; I will get my share."

W. J. Boycott, the show printer of this city, who recently purchased a building for his printing house, has had it remodeled, and it will be ready for occupancy in a couple of weeks. Mr. Boycott is evidently a firm believer in the value of signs; he has had the whole building, from the very top to the lowest window, literally plated with signs announcing the various branches of the trade.

LIST OF FAIRS.

This list is revised and corrected monthly. Secretaries are urgently requested to send in their dates at the earliest possible moment after they are claimed, and to notify us promptly as to any change. Rosters and dates are published absolutely Free of Charge.

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ILLINOIS.

CHAMPAIGN, ILL.—Champaign County Agricultural Board. Aug. 29 to Sept. 1, 1899. H. H. Harris, pres., John N. Beers, secy.

MT. STERLING, ILL.—Annual Brown County Fair. Aug. 1 to 4, 1899. G. L. Brockman, Mt. Sterling, Ill., secy.

KENTUCKY.

LAWRENCEBURG, KY.—Lawrenceburg Fair Association. Aug. 15 to 18, 1899. J.W. Gaines, secy.

LOUISIANA.

BATON ROUGE, LA.—Baton Rouge Fair. Dec. 6 to 11. E. M. Muse, secy.

MISSISSIPPI.

VICKSBURG—Nov. 28 to Dec. 3.

OHIO.

ZANESVILLE—Street Fair. 3d week June, 1899.

TEXAS.

HOUSTON, TEX.—Texas Fruit, Flower & Vegetable Festival. Dec. 5 to 10, 1898.

Poultry Shows.

ABILENE, KAN.—Abilene Poultry & Pet Stock Association. Jan. 25 to 28, 1899. Roy O. Shadinger, secy.

AMESBURY, MASS.—Amesbury Poultry Show. Nov. 30 to Dec. 2. E. J. Graves, secy.

ASHLAND, O.—Ashland Poultry Association. H. A. Mykrautz, secy. Dec. 28 to 31.

AURORA, NEB.—Poultry Show. Dec. 15 to 17.

AURORA, O.—Hamilton County Poultry Show. Dec. 15 to 17.

AUSTIN, TEX.—Austin Poultry and Pet Stock Association. Wm. H. Salge, secy. Jan. 10 to 13, 1899.

AVON, ILL.—Military Tract Poultry Association. Geo. E. Simmons, secy. Nov. 29 to Dec. 2.

BARRE, VT.—Granite City Poultry, Pigeon & Pet Stock Association. C. W. McMillan, jr., secy. Dec. 27 to 29.

BEAUMONT, TEX.—Southeast Poultry & Pet Stock Association. Dec. 14 to 18.

BELDING, MICH.—Silk City Poultry Association. Dec. 13 to 16. Leonard Smith, secy.

BELLEFONTAINE, O.—Poultry Show. Robt. Roberts, secy. Dec. 19 to 24.

BELLEVILLE, ILL.—Egyptian Poultry Association. Dec. 13 to 16. Geo. H. Helens, secy.

BELLEVILLE, KAN.—Poultry Association Show. Dec. 27 to 30.

BELOIT, KAS.—Mitchell County Poultry Association. A. Whitney, secy. Dec. 6 to 10.

BIRMINGHAM, ALA.—Alabama Poultry & Pigeon Association. Dec. 12 to 17. C. H. Cole, secy.

BLOOMINGBURG, O.—Bloomingburg Poultry Association. Earl Shaw, secy. Dec. 12 to 17.

BLOOMINGTON, ILL.—Bloomington Poultry Association. J. E. White, secy. Dec. 26 to 30.

BLUFFTON, O.—Consolidated Poultry and Pet Stock Association. D. J. Kohle, secy. Dec. 28 to Jan. 3.

BOONVILLE, IND.—Southwestern Indiana Poultry Club. W. J. Hargrave, secy. Jan. 4 to 7, 1899.

BOSTON, MASS.—Boston Poultry Association. Arthur R. Sharp, secy., Taunton, Mass. Jan. 19 to 23, 1899.

BROCKTON, MASS.—Brockton Poultry Association. Nov. 29 to Dec. 1. C. H. Pope, Brockton, Mass., secy.

BUNKER HILL, IND.—Bunker Hill Poultry Association. S. M. Newby, secy. Dec. 7 to 10.

BUFFALO, N. Y.—Buffalo Poultry Association. Jan. 2 to 7, 1899. E. C. Pease, secy.

CANTON, O.—Canton Poultry and Pigeon Association. J. H. Leeton, secy. Jan. 3 to 6, 1899.

CARO, MICH.—Dec. 21 to 27. F. H. Watson, secy.

CAREY, O.—Carey Fancy Breeders' Club. W. S. Payne, secy. Jan. 16 to 20, 1899.

CEDAR FALLS, IA.—Cedar Falls Poultry Association. H. W. Conrad, secy. Dec. 15 to 17.

CEDAR RAPIDS, IA.—Western Poultry Fanciers' Association. C. H. Playter, secy. Jan. 16 to 21, 1899.

CHARLOTTE, MICH.—Eaton County Poultry Association. Dec. 8 to 13. W. E. Grant, Mitchell, secy.

CHARLOTTE, N. C.—Poultry Show. Jan. 18 to 20, 1899. W. M. Barringer, secy.

CHICAGO, ILL.—Illinois State Poultry Association and National Fanciers' Association. Jan. 9 to 14, 1899. L. H. Fuller, sec., 115 Dearborn st.

CLEVELAND, O.—Northern Ohio Poultry, Dog & Pet Stock Association. E. J. Morris, 187 Lake ave., secy. Dec. 7 to 14.

CLEVELAND, O.—Northern Ohio Poultry and Pet Stock Association. L. R. Hunt, secy. Dec. 7 to 15.

CLINTON, MASS.—Clinton Poultry Association. E. J. Harris, secy. Dec. 13 to 16.

COLDWATER, MICH.—Poultry Show. Dec. 6 to 9. Chas. F. Howe, secy.

COLORADO SPRINGS, COL.—Pike's Peak Poultry Association. Ed. D. Frock, secy. Dec. 28 to 31.

COLUMBUS, O.—Poultry and Pet Stock Show. J. C. Rowe, secy. Feb., 1899.

COTTONWOOD FALLS, KAS.—Chase County P. Association. C. M. Rose, secy. Dec. 27 to Jan. 1.

CRESTLINE, O.—Crestline Fanciers' Association. Nov. 15 to 19.

CRETE, NEB.—Blue Valley Poultry Association. Geo. H. Trout, secy. Jan. 3 to 6, 1899.

CUMMAQUID, MASS.—Cape Cod Poultry Association. Dec. 28 to 30. Henry C. Davis, secy.

DANBURY, CONN.—Jan. 4 to 6, 1899. Fred. Borman, secy.

DAVENPORT, IOWA—State Poultry Show. J. B. Voss, secy. Jan. 2 to 7, 1899.

DELAWARE, O.—Poultry Show. Dec. 26 to 30. E. S. Larason, secy.

DENVER, COL.—Colorado State Poultry Association. Chas. A. Watson, secy. Jan. 16 to 21, 1899.

DETROIT, MICH.—Michigan State Poultry and Pigeon Association. F. W. McKenzie, secy., Concord, Mich. Jan. 4 to 10, 1899.

DIXON, ILL.—Dixon Poultry Association. H. V. Bardwell, secy. Dec. 6 to 10.

DOWAGIAC, MICH.—Cass County Poultry, Pigeon & Pet Stock Association. E. E. Aller, secy. Dec. 13 to 16.

DULUTH, MINN.—Poultry Show. Jan. 2 to 7. J. B. Greenfield, 5 Expo. Bldg., secy.

ELDORADO, KAS.—Butler County Poultry Association. C. H. Pattison, secy. Dec. 20 to 23.

ELMIRA, N. Y.—Elmira Poultry Association. E. W. Andrews, secy. Jan. 17 to 21, 1899.

ENID, OKLAHOMA—Garfield County Poultry Association. Dec. 24 and 25, 1898. A. F. Ruamiel, secy.

ERIE, ILL.—Whiteside County Poultry Association. C. W. McCall, secy. Dec. 19 to 24.

ESSEX, MASS.—Essex County Poultry Association. A. W. Tyler, secy. Jan. 3 to 6, 1899.

FALL RIVER, MASS.—Poultry Show. John Crowther, secy. Dec. 7 to 10.

FITCHBURG, MSAS.—Fitchburg Poultry and Pet Stock Association. Edw. B. Curtis, secy. Dec. 19 to 24.

FORT PLAIN, N. Y.—Mohawk Valley Poultry and Pet Stock Association. Dec. 11 to 14. J. H. Fuller, secy.

FT. WORTH, TEX.—Ft. Worth Poultry & Pet Stock Association. Dec. 8, 1898. J. E. Randall, Ft. Worth, Tex., secy.

FREDONIA, N. Y.—Chatauqua County Poultry Association. Dec. 19 to 24. P. R. Bartram, secy.

FREEPORT, ILL.—Lanark Poultry Assoc'n. Jan. 2 to 7, 1899. G. W. Sword, Lanark, Ill., secy.

GALENA, ILL.—Galena Poultry Association. Dec. 26 to 30. C. J. Hoeltig, secy.

GARDEN CITY, KAN.—Garden City Poultry & Pet Stock Association. Dec. 27 to 30. A. S. Parson, Garden City, Kan., secy.

GLASCO, KAS.—Glasco Poultry Association. M. E. Potts, secy. Jan. 5 to 7, 1899.

GRAND RIDGE, ILL.—Grand Ridge Poultry Association. T.E. McMullan, secy. Jan. 3 to 6.

GREELEY, COL.—Poudre Valley Poultry Association. C. R. Beckley, secy. Dec. 26 to 29.

HARPER, KAN.—Harper County Poultry & Pet Stock Association. Dec. 13 to 16. J. C. Curren, Curren, Kan., pres.

HARTFORD, CONN.—Poultry Show. F. M. Merritt, secy. Dec. 5 to 10.

HAVERHILL, MASS. — Merrimac Valley Poultry Association. Geo. G. Greenman, secy. Dec. 22 to 30.

HENRY, ILL.—Illinois Valley Poultry Association. R. Freece Burt, secy. Jan. 31 to Feb. 4.

HUTCHISON, KAN.—Hutchison Poultry Association. Geo. C. Reitz, secy. Dec. 20 to 23.

HOOPESTON, ILL.—Hoopeston Poultry Association. F. H. Ayres, secy. Dec. 12 to 17.

HOUSTON, TEX.—South Texas Poultry & Pet Stock Association. Dec. 5 to 10, 1898. C. Andrus, 218 Preston ave., Houston, Tex., secy.

INDIANAPOLIS, IND.—State Poultry Association. Thos. W. Pottage, secy. Jan. 23 to 28, 1899.

INDEPENDENCE, MO.—Independence Poultry Association. Wm. Bostain, secy. Nov. 30 to Dec. 3.

JACKSONVILLE, ILL. — Central Illinois Poultry Association. Chas. Reynolds, secy. Dec. 19 to 24.

JUNCTION CITY, KAN.—Poultry Show. Dec. 20 to 23.

KALAMAZOO, MICH.—Kalamazoo Poultry Association. Nov. 29 to Dec. 2. C. W. King, secy.

KINGFISHER, OKLAHOMA—Central Oklahoma Poultry Association. H. F. Stephenson, secy. Jan. 16 to 21.

LA MOILLE, ILL.—Poultry, Pigeon & Pet Stock Association. E. A. Reed, secy. Dec. 6 to 9.

LANSING, MICH.—Central Michigan Poultry, Pigeon & Pet Stock Association. Chas. H. Crane, secy. Dec. 26 to 28.

LA PLATA, MO.—Northern Missouri Poultry Association. E. M. Durham, secy. Nov. 29 to Dec. 2.

LE MARS, IA.—Plymouth County Poultry and Pet Stock Association. G. A. C. Clark, secy. Jan. 24 to 27, 1899.

LINCOLN, ILL.—Logan County Poultry and Pet Stock Association. Jan. 10 to 13, 1899. F. A. Hickman, secy.

LINCOLN, NEB.—Nebraska State Poultry Association. E. A. Pegler, secy. Jan. 15 to 21, 1899.

LITTLE ROCK, ARK.—Arkansas State Poultry Association. W. H. Westbrook, Pine Bluff, Ark., secy. Jan. 10 to 14, 1899.

LOGANSPORT, IND.—North Central Indiana P. Association. Sol. D. Brant, secy. Jan. 18 to 25.

LOUISVILLE, KY.—Kentucky State Poultry Association. W. J. Druien, secy. Jan. 16 to 21, 1899.

LOUISVILLE, KY.—Poultry Show. W. H. Adams, secy. Nov. 30 to Dec. 3.

LU VERNE, MINN.—Inter-State Poultry Fanciers' Show. Feb. 1 and 2, 1899. N. R. Reynolds, secy.

MACOMB, ILL.—McDonough County Poultry Association. Chas. W. Griffin, secy. Dec. 12 to 17.

MANHATTAN, KAS.—Manhattan Poultry Association. S. J. Norton, secy. Dec. 1 to 3.

MASON CITY, IOWA—Cerro Gordo County Poultry & Pet Stock Association. Jan. 25 to 27, 1899. John D. Reeler, secy.

McCOOK, NEB.—McCook Poultry Association. J. S. Le Hew, secy. Feb. 6 to 9, 1899.

MEADVILLE, PA.—Meadville Fanciers' Club. Nov. 29 to Dec. 3, 1898. Harvey Lamb, Cambridge Springs, Pa., secy.

MEMPHIS, TENN.—Mississippi Valley Poultry Association. Jan. 3 to 7, 1899. C. R. Barr, 194 2d st., secy.

MEXICO, MO.—Missouri S. P. Association. Emma T. Foster, Borland, Mo., secy. Dec. 13 to 17.

MIAMI, O.—Miami Poultry Association. Nov. 29 to Dec. 5. Anthony Herzog, secy.

MIMISBURG, O.—Nov. 29 to Dec. 5. Anthony Herzog.

MILFORD, MASS.—Norfolk County Poultry Association. W. A. Pyne, secy. Dec. 13 to 16.

MILFORD, N. H.—Milford Poultry and Pet Stock Association. E. B. Burns, secy. Jan. 10 to 13, 1899.

MILLBROOK, O.—Dec. 20 to 24, 1898. C. F. Palmer, secy.

MORELY, MO.—Poultry Show. Dec. 5 to 8. C. S. Hepp, secy.

MONTICELLO, WIS.—Southern Wisconsin Poultry & Pet Stock Association. Dec. 20 to 23. H. H. Walser, secy.

NASHVILLE, TENN.—Nashville Poultry Association. J. M. Hopkins, secy. Jan. 10 to 14.

NEW ALBANY, IND.—Southern Indiana Poultry Association. Frank Heck, secy. Jan. 2 to 7.

NEWBURG, N. Y.—Walkill Valley Poultry, Pigeon and Pet Stock Association. W. G. Minturn, secy., Warwick, N. Y. Jan. 17 to 19, 1899.

NEW HAVEN, CONN.—New Haven Poultry Association. M. S. Kirkwood, secy. Dec. 28 to 31.

NEW LONDON, CONN.—Eastern Connecticut Poultry Association. C. B. Smith, secy. Dec. 14 to 17.

NEW ORLEANS, LA.—Louisiana P. P. S. Association. Geo. A. Eyrich, box 714, sta. C., New Orleans, La., secy. Feb. 11 to 15, 1899.

NEW YORK CITY—National Bantam Association, Madison Square Garden. Jan. 31 to Feb. 4, 1899. E. Latham, Flatbush, L. I., secy.

NEW YORK, N. Y.—New York Poultry and Pigeon Association. H. V. Crawford, secy., Montclair, N. Y. Jan. 31, Feb. 4, 1899.

NORTH MANCHESTER, IND.—North Manchester Poultry Association. Jan. 8 to 14.

NORTHVILLE, MICH.—Poultry Show. Dec. 13 to 17. C. B. Bristol, secy.

OAKLAND, CAL.—Oakland Poultry Association. F. A. Boswell, secy., Lorin, Cal. Dec. 5 to 10.

OKLAHOMA CITY, O. T.—Oklahoma State Poultry Association. Jan. 2 to 6, 1899. L. F. Laverty, secy., Guthrie, O. T.

OSKALOOSA, IA.—Iowa State Poultry Association. C. C. Harris, secy. Jan. 2 to 7, 1899.

OTTAWA, KAS.—Franklin County Poultry & Pet Stock Association. L. L. Porter, secy. Jan. 17 to 20.

OXFORD, O.—Oxford Poultry Association. Harry D. Gatla, secy. Dec. 5 to 8.

PAINESVILLE, O.—Painesville Poultry, Pigeon and Pet Stock Association. Jan. 23 to 26, 1899. C. W. Harden, secy.

PALMYRA, ILL.—Palmyra P. Club. S. A. Rigg, secy. Dec. 20 to 24.

PARSONS, KAN.—Poultry Show. Dec. 6 to 10. J. R. Alexander, secy.

PAXTON, ILL.—Central Eastern Illinois Poultry Association. E. B. Pitney, secy. Nov. 29 to Dec. 2.

PEORIA, ILL.—Peoria Feathered Stock Association. V. Dewein, secy. Dec. 28 to Jan. 2.

PITTSBURG, PA.—Poultry Show. Dec. 12 to 17. Chris. F. Porteous, Sta. D, Pittsburg, Pa., secy.

PORTLAND, MICH.—Portland P. & P. S. Association. J. C. Hathaway, secy. Nov. 29 to Dec. 2. Dec. 5 to 10.

PRINCETON, ILL.—Northern Central Illinois Poultry Association. Dec. 12 to 16. S. S. Smith, secy.

PROPHETSTOWN, ILL.—Rock River Poultry Association. D. L. Woodard, secy. Dec. 6 to 10.

PROVIDENCE, R. I.—Rhode Island Poultry Association. H. S. Babcock, secy. Dec. 14 to 17.

RIVER POINT, R. I.—Rhode Island Poultry Association. H. S. Babcock, secy. Dec. 14 to 17.

ROACHDALE, IND.—Indiana Fanciers' Association. D. H. Harshberger, secy. Dec. 20 to 24.

ROCKINGHAM, VT.—Connecticut River Valley Poultry Association. Nat. L. Divall, secy. Dec. 20 to 22.

ROCHESTER, N. Y.—Rochester Fanciers' Club. W. O. Ingle, secy. Jan. 9 to 13, 1899.

ROCKFORD, ILL.—Northern Illinois Poultry Association. H. S. Crandall, secy. Dec. 26 to 31.

SALINE, KAN.—Saline Co. Poultry, Pigeon & Pet Stock Association. Dec. 12 to 17. W. C. Sherill, Salina, Kan., secy.

SANATOGA, PA.—Schuylkill Valley Poultry & Pigeon Association. Nov. 29 to Dec. 2, 1898. Sam. J. Kurtz, Sanatoga, Pa., secy.

SEDGEWICK, KAS.—Harvey County P. Association. W. M. Congdon, secy. Dec. 5 to 10.

SIBLEY, ILL.—Sibley Poultry Association. W. B. Harvey, secy. Jan. 4 to 9, 1899.

SMITH CENTER, KAN.—Smith County Poultry Association. Dec. 12 and 13, 1898. S. C. Stevens, secy.

SOUTH BEND, IND.—South Bend Poultry and Pigeon Association. Fred F. Willis, secy. Dec. 19 to 24.

SOUTH FRAMINGHAM, MASS.—Middlesex Poultry Fanciers' Association. C. H. B. Chapin, secy. Dec. 6 to 9.

SPOKANE, WASH.—Spokane Poultry Association. John L. Mercer, secy. Jan. 24 to 28, 1899.

SPRINGFIELD, ILL.—Sangamon County Poultry, Pigeon and Pet Stock Association. Jan. 24 to 26, 1899. Ward G. Murray, secy.

SPRINGFIELD, O.—Springfield Fanciers' Association. W. H. Holmes, secy. Dec. 26 to 31.

ST. CLAIRSVILLE, O.—Poultry Show. J. W. Riley, secy. Dec. 20 to 24.

ST. LOUIS, MO.—Poultry Show. Henry Steinmesch, pres. Dec. 12 to 17.

STOCKTON, KAS.—Rooks County Poultry Association. N. H. Neher, secy. Jan. 2 to 5, 1899.

SUNBURY, O.—Delaware Country Poultry Association. A. R. Letts, secy. Dec. 6 to 9.

SYCAMORE, OHIO—Sycamore Poultry Association. Dec. 14 to 17. Earl R. Williams, secy.

TACOMA, WASH.—Poultry Show. Jan. 31 to Feb. 4, 1899. C. C. Johns, secy.

THORNTON, IND.—Indiana Central Poultry Association. W. W. Hailer, secy. Dec. 19 to 24.

TOLEDO, O.—Toledo Fanciers' Association. F. T. Shepherd, secy. Dec. 18 to 21.

TOPEKA, KAS.—Kansas State Poultry Association. J. W. F. Hughes, secy. Jan. 9 to 14.

TORONTO, ONT., CAN.—Ontario Provincial Show. Poultry Association of Ontario. Jan. 9 to 13, 1899. Thos. A. Brown, London, Ont., Can., secy.

TROY, N. Y.—Hudson Valley Poultry, Pigeon and Pet Stock Association. Dec. 6 to 9. W. T. Lord, secy.

UTICA, N. Y.—Poultry Association. W. J. B. Williams, secy. Holland Patent, N. Y. Jan. 25 to 31.

WASHINGTON COURT HOUSE, O.—Southern Ohio P. Association. W. R. Dalby, secy. Feb. 7 to 11, 1899.

WASHINGTON, D. C.—National Poultry and Pigeon Association. Geo. E. Howard, secy. Jan. 10 to 14, 1899.

WAUPACA, WIS.—Central Wisconsin Poultry Association. January, 1899. W. R. Clausen, pres.

WELLINGTON, KAN.—Poultry Show. Dec. 25, 1898. L. E. Smith, Wellington, Kan., secy.

WENONA, ILL.—Wenona Poultry Association. L. D. Brown, secy. Dec. 5 to 8.

WEST CHESTER, PA.—West Chester Poultry and Pigeon Association. E. S. Hickman, secy. Cheyney, P. O. Dec. 14 to 17.

WEST LIBERTY, IA.—West Liberty Poultry Association. A. H. Floyd, secy. Dec. 12 to 15.

WHATCOM, WASH.—Northwestern Poultry, Pigeon & Pet Stock Association. Dec. 28 to 30, 1898. A. Van Wyck, secy.

WICHITA, KAN.—Arkansas Valley Poultry Association. Dec. 13 to 18. Mrs. H. F. Swerdfeger, Wichita, Kan., secy.

WICHITA, KAS.—Arkansas Valley Poultry Association. Mrs. H. F. Swerdfeger, secy. Dec. 13 to 19.

WILMOT, O.—Poultry Show. Dec. 19 to 21.

W. R. Raff, Beach City, O., secy.

WINONA, MINN.—Winona Poultry Association. Henry Hess, secy. Jan. 24 to 28, 1899.

WOOSTER, O.—Dec. 20 to 24, 1898. C. F. Palmer, secy.

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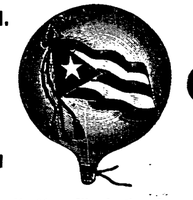

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WORCESTER, MASS.—Central Massachusetts Poultry Club. C. A. Ballou, secy. Jan. 5 to 8, 1899.

XENIA, O.—Southwestern Ohio Poultry and Pigeon Association. A. G. Spahr, secy. Dec. 20 to 24.

YOUNGSTOWN, O.—Youngstown Poultry, Pigeon and Pet Stock Association. E. N. Sinon, secy. Dec. 20 to 24.

YPSILANTI, MICH.—Ypsilanti Poultry Association. Dec. 29 to 31, 1898. Geo. M. Gaudy, secy.

ZANESVILLE, O.—Muskingum Valley Poultry Association. Dec. 7 to 10. C. U. Shrycock, secy.

Expositions.

BOSTON, MASS.—Mechanics' Fair—"Old Mechanics' Association." Oct. 10 to Dec. 3.

GREENSBORO, N. C.—Industrial & County Exhibit. Aug. 1 to 4, 1899. H. J. Elam, secy.

NIAGARA FALLS, N. Y.—Pan-American Exposition, 1899. R. C. Hill, secy.

OAKLAND, CAL.—Oakland Exposition. Nov. 12 to Dec. 3, 1898. George Roeth, Oakland, Cal., secy.; J. W. Nelson, pres.

PHILADELPHIA, PA.—Exposition of American Manufacturers', 1899. Dr. Wm. Pepper, chairman.

SAN FRANCISCO, CAL.—Semi-Centennial Exposition. Winter, 1901.

Races.

HOT SPRINGS, ARK.—..inter Racing Circuit. December, 1898.

NASHVILLE, TENN.—Tennessee Breeders' Association. April 27 to May 6, 1899. J. W. Rurswurm, secy.

WESTCHESTER, N. Y.—Westchester Racing Association. National Stallion Race of $20.-000. H. G. Crickmore, 173 Fifth av. New York City. Spring. 1900.

Horse Shows

LOS ANGELES, CAL.—Horse Show. January, 1899.

Food Shows.

PHILADELPHIA, PA.—Food Exposition. Armory of Second Regiment. Wm. Smedley. secy 148 Tenth st. Nov. 7 to 26.

READING, PA.—Reading Food Show. Nov. 20 to Dec. 10. E. J. Morris, 6th and Spruce sts., Reading, Pa., secy.

Dog Shows.

NEW ORLEANS, LA.—Mammoth Show of All Terriers. Jan. 19 to 21, 1899. T. J. Woodward, jr., P. O. Box 1659.

PROVIDENCE, R. I.—Rhode Island Kennel Club. Jan. 13 and 14, 1899. Dr. Z. J. Lewis, Providence, R. I.

Conventions,

Fetes, Celebrations, Etc.

Under this heading we publish free of charge the dates of all notable events, which are likely to attract large concourses of people to any one particular city and for this reason prove of importance to advertisers, showmen, streetmen, general passenger agents, etc. The list is carefully revised and corrected monthly.

ALEXANDRIA, VA.—National Celebration of Lincoln's Emancipation Proclamation. Magnus L. Robinson, Chairman, Alexandria, Va.

ALLENTOWN, PA.—Four-County Firemen's Convention. June 13, 1899. Herman C. Mentzell, secy

ALTOONA, PA.—Pennsylvania State Magistrates' Association. Sept. 19, 1899. G. W. Jackson, Box 206, Harrisburg, Pa., secy.

ANACONDA, MONT.—I. O. G. T. Grand Lodge. Oct. 11, 1899. Jas. A. Longstaff, 738 S. Main st., Butte, Mont.

ASBURY PARK, N. J.—State Assembly of Rebekahs. Oct. 3, 1899. Mary I. Puken, 352 Elm st., Arlington, N. J., secy.

ASHLAND, WIS.—Woman's Synodical Missionary Society. October, 1899. Mrs. Ella C. Pierce, 119 10th st., Milwaukee, Wis., secy.

ATLANTA, GA.—American Library Association. 1899. Henry J. Carr, Public Library, Scranton, Pa., secy.

ATLANTIC CITY, N. J.—Pharmaceutical Association. May, 1899. Frank C. Stutzlen, Elizabeth, N. J.

AURORA, ILL.—Ancient Order Hiberpians. 1900. Daniel McGlynn, secy., St. Louis.

AUSTIN, MINN.—State Dairymen's Association. Dec. 13 to 15, 1898.

BALTIMORE, MD.—Independent Order of Free Sons of Israel. 1902.

BALTIMORE, MD.—Supreme Council of Chosen Friends. 3d Tuesday Sept., 1899. S. K. Wagner, supreme secy., Phila., Pa.

BALTIMORE, MD.—State Council, Catholic Benevolent League. Feb. 15, 1899. Thos. Foley Hisky, 100 and 102 W. Fayette st., Baltimore, Md., secy.

BALTIMORE, MD.—Grand Lodge, A. F. & A. M. of Maryland. May 9, 1899. Jacob H. Medairy, secy.

BALTIMORE, MD.—Grand Encampment, I. O. O. F. Oct. 16, 1899. John M. Jones, Baltimore, Md.

BALTIMORE, MD.—Maryland Baptist Union Association. Oct. 25 to 27, 1899. Howard Wayne Smith, 1803 W. Baltimore st., Baltimore, Md., secy.

BALTIMORE, MD.—Federal Brotherhood of Andrew & Philip. November, 1899. C. E. Wyckoff, Irvington, N. J., secy.

.TIMORE, MD.—Union Veteran League.

BANGOR, ME.—Maine State Grange. Dec. 20 to 23, 1898. E. H. Libby, P. O. Dirigo, Me., secy.

Sept. 13, 1899. W. S. Norcross, Lewiston, Me. secy.

BATON ROUGE, LA.—Louisiana Press Association. April or May, 1899. L. S. Scott, Crowley, La., secy.

BAY CITY, MICH.—State Conference of Agents & Convention of Board of Corrections & Charities. Dec. 7 and 8, 1898. C. E. Robinson, Lawrence, Mich., secy.

BAY CITY, MICH.—Rebekah Assembly, I. O. O. F. Oct. 17, 1899. Mrs. Ida M. Davis, 512 Capital ave., S. Lansing, Mich., secy.

BAY CITY, MICH.—Grand Lodge, I. O. O. F. Oct. 17, 1899. Edwin H. Whitney, Lansing, Mich., secy.

BELTON, MO.—Central Protective Association. Oct. 10, 1899. W. H. Smith, Atchison, Kan., secy.

BINGHAMTON, N. Y.—State Baptist Pastors' Conference. Oct. 24 and 25, 1899. Rev. C. A. Clauson, Brockport, N. Y., secy.

BIRMINGHAM, ALA.—Phamaceutical Association. May, '99. P. C. Candidus, Moble, secy.

BOONE, IA.—Baptist State Convention. Oct. 20, 1899. E. P. Bartlett, secy., Des Moines, Iowa.

BOSTON, MASS.—Wholesale Saddlery Association. July 11, 1899. John B. Denvirs, St. Louis, Mo., secy.

BOSTON, MASS.—American Association G. P. and F. Agents. October, 1899. A. J. Smith, L. S. & M. S. R. R., Cleveland, O., secy.

BOSTON, MASS.—Vessel Owners & Captains' National Association. Oct. 4, 1899. R. R. Freeman, 95 Commercial st., Boston, Mass., secy.

BOSTON, MASS.—U. S. General Convention of Universalists. October, 1899. Rev. G. L. Demarust, D.D., Manchester, N. H., secy.

BOSTON, MASS.—Knights and Ladies of Honor, Grand Lodge. May 9, 1900. Sam Hathaway, 228 Tremont st., Boston, Mass.

BOSTON, MASS.—First Church of Christ Scientists. Jan. 1 to 6, 1899. David S. Robb, 293 Princess ave., London, Ont., Can., secy.

BOSTON, MASS.—Ancient Order of Hibernians. July, 1900. James O. Sullivan, Philadelphia, Pa., nat. secy.

BOSTON, MASS.—United States Military Corps & Old-Timer Telegraphers Association. 1899. J. E. Pettit, 145 Campbell ave., Chicago, Ill., secy.

POSTON, MASS.—Knights of Malta Grand Commandery. Sept. 28, 1899. John W. Hicks, Grand Recorder, 606 Tremont st., Boston, Mass.

BOSTON, MASS.—International Union, Steam Engineers. Oct. 2, 1899. P. F. Doyle, 187 Washington st., Chicago, Ill., secy.

BOSTON, MASS.—Steam Engineers' National Union. October, 1899. P. F. Doyle, Chicago, Ill., secy.

BOULDER, COL.—State Undertakers' Association. Feb. 10, 1899. F. B. Waters, 800 Santa Fe ave., Denver, Col., secy.

BOWLING GREEN, KY.—Synod of Cumberland, Presbyterian Church. Oct. 24, 1899. Rev. T. N. Williams, Louisville, Ky., secy.

BRADFORD, PA.—Pennsylvania Bill Posters' Association. May 15 and 16, '99. John D. Mishler, pres.; John G. Reese, secy., Scranton, Pa.

BRANDON, VT.—B. Y. P. U. State Convention. Sept. 27, 1899. Frank W. Woods, Johnson, Vt., secy.

BRIDGEPORT, CONN.—National Council, Daughters of America. Oct. 11, 1899. Miss Julia Tipton, Box 522, Dennison, O., secy.

BROOKLYN, N. Y.—Knights of Golden Eagle, Supreme Castle. Oct. 9 and 10, 1899. A. C. Lyttle, 814 N. Broad st., Philadelphia, Pa., secy.

BUFFALO, N. Y.—Booksellers' and Newsdealers' National Association. 1899. F. R. Sampson, N. Y. City, secy.

BURLINGTON, IA.—State Conference, Charities and Corrections. March, 1899. Charlotta Groff, 607 Locust st., Des Moines, Ia.

BURLINGTON, VT.—High Court, Catholic Order of Foresters. June, 1899. John M. Weis, Hammond, Ind., secy.

CAMDEN, N. J.—Supreme Lodge, Order of Shepherds of Bethlehem. Oct. 26, 1899. G. S. Wyckoff, 160 S. Stockton st., Trenton, N. Y., secy.

CANONSBURG, PA.—National Delaine Merino Sheep Breeders' Association of Washington County, Pa. Jan. 17, 1899. J. C. McNary, Canonsburg, Pa., secy.

CAPE CHARLES CITY, VA.—State Council of Virginia, Jr. O. U. A. M. Oct. 18 and 19, 1899. Thos. B. Ivey, Petersburg, Va., Box 556, secy.

CELERON, CHATAUQUA LAKE—Photographers' Association of America. July, 1899. Geo. B. Sperry, Toledo, O., secy.

CHARLESTON, S. C.—Grand Lodge of A. F. M. of South Carolina. Dec. 13, 1898. Chas. Inglesby, Charleston, S. C., secy.

CHARLOTTEVILLE, VA.—State Convention, B. Y. P. U. Feb. 21 and 22. W. J. Keller, Charlotteville, Va., secy.

CHARLEVOIX, MICH.—Association of Lumbermen. July 11, 1899.

CHICAGO, ILL.—Bohemian Catholic Central Union. Sept. 26, 1900. Frank Lindelar, 56 Jewett st., Cleveland, O., secy.

CHICAGO, ILL.—Catholic Total Abstinence Union of America. Aug. 9 to 11, 1899. A. R. Doyle, 415 W. 59th st., New York City, secy.

CHICAGO, ILL.—Grand Chapter, Order Eastern Star of Illinois. Oct. 3 to 5, 1899. Mrs. Mate L. Chester, 931 Park ave., Chicago, Ill., secy.

CHICAGO, ILL.—National Spiritualists' Association. October, 1899. M. F. Longley, 600 Pennsylvania ave., S. E., Washington, D. C., secy.

CHICAGO, ILL.—Knights Templar Annual Conclave. Oct. 24, 1899. Gil. M. Barnard, 1901 Masonic Temple, Chicago, Ill., secy.

CHICAGO, ILL.—International Sunday School Convention. April 27 to 29, 1899. M. D. Byers, Atwood Bldg., Chicago, Ill., secy.

CHICAGO, ILL.—National Association of Embalmers. First week, September, 1899. Frank A. Cook, Paris, Ill., secy.

CHICAGO, ILL.—National Fraternal Congress. Aug. 22, 1899. M. W. Sackett, Meadville, Pa.

CHICAGO, ILL.—F. & A. M., Grand Lodge. Oct. 3, 1899. J. H. C. Dill, Bloomington, Ill., secy.

CHICAGO, ILL.—Mississippi Valley Medical Association. Sept. 12, 1899. Henry E. Tuley, M.D., 111 W. Kentucky st., Louisville, Ky., secy.

CINCINNATI, O.—National Association of Stove Manufacturers. May, 1899.

CINCINNATI, O.—Triennial Meeting General Grand Chapter. September, 1900.

CINCINNATI, O.—Saengerfest Jubilee. 1899.

CINCINNATI, O.—National Association Master House Painters & Decorators of United States. Feb. 7, 1899 . Joel Kennedy, Cincinnati, O., secy.-treas.

CINCINNATI, O.—State Conference of Charities and Corrections. May, 1899. Joseph P. Byers, Columbus, O., secy.

CINCINNATI, O.—Christian Women's Board of Missions. Oct. 12 to 14, 1899. Lois A. White, 307 N. Delaware st., Indianapolis, Ind., secy.

CINCINNATI, O.—Christian Church Convention. October, 1899. B. L. Smith, Y. M. C. A. Bldg., Cincinnati, O., secy.

CINCINNATI, O.—Christian Church Convention. Oct. 12 to 20, 1899. B. L. Smith, Y. M. C. A. Bldg., Cincinnati, O., secy.

CINCINNATI, O.—National Association of Manufacturers. January, 1899. E. P. Wilson, Room A, Chamber of Commerce, Cincinnati, O., secy.

CINCINNATI, O.—Traveling Engineers' Association. Sept. 12, 1899. W. O. Thompson, Elkhart, Ind., secy.

CINCINNATI, O.—National Association of Implement & Vehicle Manufacturers. October, 1899. O. D. Frary, West Pullman, Chicago, Ill., secy.

CINCINNATI, O.—National Alliance, Theatrical Stage Employes of United States and Canada. June 19, 1899. Lee W. Hart, gen'l secy.-treas.

CINCINNATI, O.—Biennial Convention of Bavarian Societies of North America. 1899. Valentine Blueplein, secy., Buffalo, N. Y.

CINCINNATI, O.—Old Volunteer Firemen's Life Association. Feb. 22, 1899.

CIRCLEVILLE, O.—I. O. O. F. Convention. July, 1899. C. H. Tyner, Columbus, O., secy.

CLARKSVILLE, TENN.—Grand Lodge of Tennessee, I. O. O. F. Oct. 18, 1899. J. R. Harwell, Nashville, Tenn., secy.

CLEVELAND, O.—National Paint, Oil & Varnish Association. Oct. 10 to 12, 1899. Dr. Van Ness Person, 84 La Salle st., Chicago, Ill., secy.

CLEVELAND, O.—Dairy Convention. Dec. 6, 1898.

CLEVELAND, O.—Association of Assistant Physicians of Hospitals for Insane. Feb. 20 to 24, 1899. Irwin H. Neff, M.D., Pontiac, Mich.

CLEVELAND, O.—Ohio State Hotel Association. Dec. 8, 1898. F. M. Lewis, 35 Burt st., Cleveland, O., secy.

CLEVELAND, O.—Ancient Scottish Rite Supreme Council. Aug. 1, 1899. Magnus L. Robinson, Alexandria, Va., secy.

CLEVELAND, O.—R. and S. Masters' State Council. Sept. 26, 1899. Wm. E. Evans, Chillicothe, O., Grand Recorder.

CLEVELAND, O.—Royal Arch Masons Grand Chapter. Sept. 27, 1899. Chas. C. Kiefer, Urbana, O., secy.

CLEVELAND, O.—National Anti-Saloon Convention. Dec. 6 to 8. Jas. L. Ervin, Box 92, Washington, D. C., secy.

CLINTON, IOWA—Knights & Ladies of Golden Crescent. Dec. 6. E. F. Frick, Clinton, Iowa, secy.

COLLEGE STATION, TEX.—Texas Farmers' Congress. July, 1899. D. O. Lively, Ft. Worth, Tex., secy.

COLUMBIA, MO.—State Horticultural Meeting. Dec. 6 to 8, 1898. L. A. Goodman, Westport, Mo., secy.

COLUMBIA, MO.—Missouri Press Association. Dec. 8 and 9, 1898.

COLUMBIA, S. C.—Y. M. C. A. Fair and Fete. Dec. 12 to 17. W. L. Hatch, manager. Exhibits invited.

COLUMBUS, O.—Grand Chapter, Order of Eastern Star. Oct. 10, 1899. Mrs. Ella B. Shearer, Marysville, O., secy.

COLUMBUS, O.—Standard Delaine Merino Association. 1899. S. M. Cleaver, East Bethlehem, Pa., secy.

COLUMBUS, O.—American Medical Association. 1899. Dr. Joseph M. Matthews, pres., Louisville, Ky.

COLUMBUS, O.—Ohio Trap Shooters' League Tournament. June 7 to 9, 1899. J. C. Porterfield, Columbus, O., secy.

DANVILLE, QUE., CAN.—Grand Lodge, I. O. G. T. September, 1899. J. W. Roch, 396 A. St. Dominique st., Montreal, secy.

DAVENPORT, IA.—Grand Chapter of Iowa O. E. S. Oct. 25 and 26, 1899. Mrs. Maria Jackson, Council Bluffs, Ia., secy.

DAYTON, TENN.—Synod of Cumberland Presbyterian Church of Tennessee. Oct. 16 to 20, 1899. Rev. P. M. Fitzgerald, McKenzie, Tenn., clerk.

DECATUR, ILL.—Grand Lodge, I. O. G. T. Oct. 10, 1899. R. J. Hazlett, Rockford, Ill., secy.

DECORAH, IOWA—Norwegian-Danish Press Association. June, 1899. S. Sorensen, Minneapolis, Minn., secy.

DELAWARE, O.—Ohio Music Teachers' Association. Dec. 27 to 29. C. M. Jacobus, Delaware, O., secy.

DELAWARE, O.—Catholic Knights of Ohio. Sept. 11, 1899. M. J. Manly, Delaware, O., secy.

DENVER, COL.—National Live Stock Convention. January, 1899.

DENVER, COL.—Railroad Commissioners. 1899.

DENVER, COL.—American Association of Traveling Passenger Agents. September, 1899. L. W. Landman, Columbus, O., secy.

DENVER, COL.—Concatenated Order of the Hoo-Hoo. Sept. 9, 1899. J. H. Baird, Nashville, Tenn., scrivenater.

DENVER, COL.—Negro Press Association. August, 1899. Mrs. F. J. Jackson, Kansas City, Kas., secy.

DENVER, COL.—General Assembly, Cumberland Presbyterian Church. May 18, 1899. Rev. J. M. Hubbert, Lebanon, Tenn., secy.

DENVER, COL.—State Conference of Charities and Corrections. Jan. 15 and 16, 1899. G. L. Stonaker, Denver, Col., secy.

DES MOINES, IA.—State Traveling Men's Association. Dec. 2, 1898. F. E. Haley, Box 1103, Des Moines, Ia., secy.

DES MOINES, IA.—Iowa Millers' Association. Jan. 17, 1899. J. C. Van Meter, De Sota, Ia., secy.

DES MOINES, IOWA—Brotherhood of Locomotive Firemen. September, 1900. F. W. Arnold, Peoria, Ill., secy.

DETROIT, MICH.—National Evangelization Union. 1898. Rev. F. Mason, secy., North New York.

DETROIT, MICH.—Amalgamated Association of Iron and Steel Workers. May, 1899. John Williams, Pittsburg, Pa., secy. and treas.

DETROIT, MICH.—National Insurance Commissioners' Association. Sept. 1 or 2, 1899. John M. Pattison, Cincinnati, O., pres.

DETROIT, MICH.—Society of American Florists. W. J. Stewart, Boston, Mass., secy. Aug. 15, 1899.

DETROIT, MICH.—"Road Masters' Association." Sept. 12, 1899. J. B. Dickerson, Sterling, Ill., secy.-treas.

DETROIT, MICH.—Sons of Veterans. 1899.

DETROIT, MICH.—I. O. O. F. Sovereign Grand Lodge. Sept. 18 to 23, 1899. J. Frank Grant, 25 N. Liberty st., Baltimore, Md., secy.

DETROIT, MICH.—Odd Fellows' International Press Association. September, 1899. John W. Bourlet, Concord, N. H., secy.

DETROIT, MICH.—Michigan Hardware Association. July 12 and 13, 1899. Henry C. Minnie, Eaton Rapids, Mich., secy.

DETROIT, MICH.—Supreme Court, Foresters of America. Aug. 22, 1899. E. M. McNurty, Box 12, Brooklyn, N. Y., secy.

DETROIT, MICH.—Supreme Grand Lodge, I. O. O. F. September, 1899.

DETROIT, MICH.—National Canned Goods Packers' Association, Western Canned Goods Packers' Association, Canning Machinery and Supplies Association. February, 1899.

DETROIT, MICH.—National Pythian Press Association. October, 1899.

DETROIT, MICH.—International Typographical Union. Aug. 14, 1899. J. W. Bramwood, Room 7, DeSoto Block, Indianapolis, Ind., secy.

DETROIT, MICH.—American Railway Association. April 12, 1899. W. F. Allen, 24 Park Place, New York City, secy.

DETROIT, MICH.—International Christian Endeavor Convention. July 5 to 10, 1899. W. H. Strong, 134 Jefferson ave., Detroit, Mich., chairman.

DIXON, ILL.—Northern Illinois Teachers' Association. April 28 and 29, 1899. C. F. Philbrook, Rochelle, Ill., secy.

DOVER, N. H.—Knights of Pythias Grand Lodge. Oct. 18, 1899. Chas. B. Spofford, Claremont, N. H., secy.

DUBLIN, GA.—Georgia Weekly Press Association. July, 1899. W. A. Shackleford, Lexington, Ga., secy.

DURHAM, N. C.—Pharmaceutical Association. May, 1899. H. R. Horne, Fayetteville, N. C.

ELLENSBURG, WASH.—Dairy Convention. Dec. 28 to 30, 1898.

EL RENO, OKLAHOMA—Grand Lodge, I. O. O. F. Oct. 18, 1899. J. B. May, El Reno, Okla., secy.

EUCLID, O.—State Horticultural Society. Dec. 7 to 9, 1898. W. W. Farnsworth, Waterville, O., secy.

EUREKA, KAS.—Emporia District Epworth League. August, 1899. G. L. Darby, Howard, Kas., secy.

FALL RIVER, MASS.—New England Label Conference. Oct. 4, 1899. T. F. Tracy, 14 Hudson st., Boston, Mass.

FRANKFORT, IND.—Supreme Lodge of Moose. February, (second Tuesday), 1900. M. G. Kelly, Crawfordsville, Ind., secy.

FRANKLIN, MASS.—Massachusetts Universalist Convention. Sept. 26 to 28, 1899. Rev. F. W. Sprague, 30 West st., Boston, Mass., secy.

FRANKLIN MASS.—Y. P. S. C. U. State Convention. Sept. 22, 1899. Miss Josie S. Newman, Beverly, Mass., secy.

FREDERICK CITY, MD.—United Brethren Church of United States and Europe Centennial Celebration. 1901.

FREMONT, NEB.—Dairy Convention. Dec. 20 to 22.

FRESNO, CAL.—High Court of California, I. O. F. Oct. 10, 1899. W. H. Perry, 49-50 Phillips Block, Los Angeles, Cal., secy.

FT. WAYNE, IND.—North Indiana Teachers' Association. April, 1899. W. C. Bellman, Hammond, Ind., pres.

FT. WORTH, TEX.—Farmers' National Congress. Dec. 6 to 14, 1898.

FT. WORTH, TEXAS—Farmers' National Congress. John M. Stahl, 4318 Laughley av., Chicago, Ill., secy. Dec. 6 to 14, 1898

FULTON, MO.—State Teachers' Association. Dec. 26 to 29, 1898. O. H. Winston, Fulton, Mo., secy.

GAINESVILLE, GA.—Chatauqua Convention. July 4 to 20, 1899. H.W. Van Hoose, Gainesville, Ga., secy.

GALVESTON, TEX.—Texas Live Stock Association. Jan. 10 and 11, 1899. Varies P. Brown, San Antonio, Tex., secy.

GOUVERNEUR, N. Y.—Dairy Convention. Jan. 25 to 28, 1898.

GRAND ISLAND, NEB.—Funeral Directors of Nebraska. June 13, 1899. Peter Bell, Norfolk, Neb., secy.

GRAND RAPIDS, MICH.—Dairy Convention. Feb. 1 to 3, 1899.

GRAND RAPIDS, MICH.—State Firemen's Convention. 1899. Geo. L. Gray, secy. and treas., La Peer, Mich.

FOR SALE.

A living six-legged sheep. Four legs in front two behind. A good store room show. CHEAP. Address,

C. H FEOPPEL,

HOLLIDAYSBURG, PA.

GRAND RAPIDS, MICH.—Michigan Retail Grocers' Association. February, 1899. E. A. Stowe, Grand Rapids, Mich., secy.

GRAND RAPIDS, MICH.—Pythian Grand Lodge. 1899.

GRAND RAPIDS, MICH.—National American Woman's Suffrage Association. April 27 to May 2, 1899. Rachel Foster Avery, 119 N. 19th st., Philadelphia, Pa., secy.

GRAND RAPIDS, MICH.—I. O. G. T. Grand Lodge. Aug. 23, 1899. M. E. Curtis, Big Rapids, Mich., secy.

GREENSBORO, N. C.—North Carolina State Firemen's Association. Aug. 1 to 5, 1899. Dr. J. W. Griffith, Greensboro, N. C., secy.

GUELPH, ONT., CAN.—Ontario Beekeepers' Association. Dec. 6 to 8, 1898. W. Couse, Streetsville, Ont., secy.

GUELPH, ONT., CANADA—Cheese & Butter Association of Western Ontario. Jan. 17 to 19, 1899.

HARTFORD, CONN.—Jr. O. U. A. M. State Council. Sept. 26, 1899. E. W. Bell, 53 S. High st., New Britain, Ct., secy.

HARRISBURG, PA.—Traveling Men's Club. February, 1899. Fred L. Morganthaler, secy.

HARRIS LITHIA SPRINGS, S. C.—South Carolina Press Association. June, 1899. C. C. Langston, Anderson, S. C., secy.

HARTFORD, CONN.—Grand Lodge, K of P. of Connecticut. Oct. 17 and 18, 1899. H. O. Case, 39 Pearl st., Hartford, Conn.

HARTFORD, CONN.—K. of H. Grand Lodge. Oct. 23, 1899. Chas. W. Skiff, Danbury, Conn., secy.

HARTFORD, CONN.—National Prison Association of United States. September, 1899. Rev. J. L. Milligan, Allegheny, Pa., secy.

HARTFORD, CONN.—Connecticut Dairymen's Association. Jan. 18 to 20, 1899.

HARTFORD, CONN.—Bricklayers' & Masons' International Union. Jan. 9 to 20, 1899. Frank McLaughlin, 289 Capitol ave., Sta. A., Hartford, Conn., secy.

HASTINGS, NEB.—I. O. O. F., Grand Lodge. Oct. 17, 1899. Will H. Love, Lincoln, Neb.

HASTINGS, NEB.—Rebekah State Assembly of Nebraska. Oct. 18, 1899. Emma Talbot, S. Omaha, Neb., secy.

HINTON, W. VA.—United Order American Mechanics. Oct. 12, 1899. W. J. Mitchell, Box 606, Wheeling, W. Va., secy.

HOBOKEN, N. J.—High Court of New Jersey, Independent Order of Foresters. September, 1899. John H. Davis, 1129 Hampton Place, Elizabeth, N. J., secy.

HOLYOKE, MASS.—Pharmaceutical Society. June, 1899. Jas. F. Guerin, Worcester, secy.

HOT SURINGS, ARK.—Pharmaceutical Association. May 9, 1899. John B. Bond, Jr., Little Rock, secy.

INDIANAPOLIS, IND.—National Carriage Builders' Association. October, 1899. Henry C. McLear, Wilmington, Del., secy.

INDIANAPOLIS, IND.—National Convention Epworth League. 1899.

INDIANAPOLIS, IND.—Grand Temple, Rathbone Sisters. Oct. 10, 1899. Dr. Mabel Teague, 116 N. Senate ave., Indianapolis, Ind., secy.

INDIANAPOLIS, IND.—I. O. G. T., Grand Lodge of Indiana. Oct. 18 and 19, 1899. B. A. Harding, Shelbyville, Ind., secy.

INDIANAPOLIS, IND.—Indiana Horticultural Society. Dec. 6 to 8, 1898. James Troop, Lafayette, Ind., secy.

INDIANAPOLIS, IND.—Grand Council, R. & S. Masters. Oct. 17 and 18, 1899. Grand Chapter of R. A. Masons. Oct. 18 and 19, 1899. Wm. H. Smythe, Indianapolis, Ind., secy.

INDIANAPOLIS, IND.—Indiana B. Y. P. U. State Convention. Oct. 12 to 17, 1899. Rev. D. H. Cooper, Peru, Ind.

INDIANAPOLIS, IND.—K. and L. of H., Grand Lodge. Nov. 7, 1899. W. B. Hasson, Jeffersonville, Ind., secy.

INDIANAPOLIS, IND.—National Association of Mexican War Veterans. September, 1899. W. R. Smith, Lexington, Ky., secy. and treas.

INDIANAPOLIS, IND.—International Bill Posters' Association of the United States and Canada. July, 1899.

INDIANAPOLIS, IND.—Pharmaceutical Association. Feb., '99.

IOWA CITY, IA.—Iowa Engineering Society. Jan. 18 and 19, 1899. E. P. Boynton, Cedar Rapids, Ia., secy.

JACKSONVILLE, FLA.—Grand Lodge, F. & A. M. Jan. 17 to 19, 1899. W. P. Webster, Jacksonville, Fla.

JEFFERSON CITY, MO.—Pharmaceutical Association. June 6, 1899. H. M. Whelpley, St. Louis, secy.

JERSEY CITY, N. J.—Y. P. C. U. State Convention. Oct. 12, 1899. Rev. C. H. Vail, Highstown, N. J., secy.

JOLIET, ILL.—Synod of Presbyterian Church. Oct. 20, 1899. Rev. D. S. Johnson, Hinsdale, Ill., stated clerk.

JOLIET, ILL.—Building Association League of Illinois. Oct. 19, 1899. B. G. Vasen, Quincy, Ill., secy.

KANSAS CITY, KAS.—Missouri & Kansas Short-Horn Breeders' Association. Feb. 15, 1899. Will Gentry, Sedalia, Mo., secy.

KANSAS CITY, MO.—American Federation of Labor. December, 1898. Frank Morrison, secy.

KANSAS CITY, MO.—Missouri and Kansas Short-Horn Breeders' Association. Feb. 15, 1899. W. B. Brush, secy., Station A, Kansas City, Mo.

KANSAS CITY, MO.—Missouri Grand Lodge, I. O. O. F. Oct. 2 to 6, 1899. J. W. Edwards, Jefferson City, Mo., secy.

KANSAS CITY, MO.—State Universalist Convention. Oct. 5, 1899. Ed. C. Crow, Bowling Green, Mo., secy.

KANSAS CITY, MO.—Associated Labor Press of America. Dec. 6, 1898. S. S. Bonbright, Cincinnati, O., secy.

KANSAS CITY, MO.—Missouri Amateur Shooting Association. Washington Park Gun Club, of Kansas City. Walter Bruns, secy., Kansas City, Mo. 1899.

KANSAS CITY, MO.—Catholic Knights of America. May 9, 1899. Jos. C. Carroll, Monroe Bldg., Norfolk, Va.

KEENE, N. H.—I. O. O. F. Grand Lodge of N. H. Oct. 11, 1899. Joseph Kidder, Box 94, Manchester, N. H., secy.

KINGSTON, ONT., CANADA—Cheese & Butter Association of Eastern Ontario. Jan. 10 to 12, 1899. R. G. Murphy, Elgin, Ill., secy.

LAFAYETTE, IND.—Indiana State Court of aCtholic Order of Foresters. August, 1899.

LAKEWOOD, N. J.—State Sanitary Association. Dec. 9 and 10, 1898. Dr. J. A. Exton, Arlington, N. J., secy.

LANCASTER, PA.—State Convention, Grand Lodge, K. of P. Aug. 16, 1899. Milton C Tysen, Lebanon, Pa., secy.

LAWRENCE, KAN.—Pharmaceutical Society. May, 1899. F. A. Snow, Topeka, secy.

LINCOLN, NEB.—Knights of Pythias, Grand Lodge. Sept. 12, 1899. Will H. Love, Lincoln, Neb., secy.

LINCOLN, NEB.—Nebraska State Horticultural Society. Jan. 10, 1899. C. H. Barnard, Table Rock, Neb., secy.

LINCOLN, NEB.—Western Travelers' Accident Association. Sept. 30, 1899. Arthur L. Sheetz, Omaha, Neb., secy.

LITCHFIELD, MINN.—Minnesota Cheesemakers' Association. Nov. 30 and Dec. 1

LITTLE ROCK, ARK.—Rebekah Assembly of Arkansas. Oct. 24, 1899. Mrs. Medora A. Reid, 1109 W. 4th st., Little Rock, Ark., secy.

LITTLE ROCK, ARK.—Grand Lodge, I. O. O. F. Oct. 24, 1899. J. B. Friedheim, Camden, Ark., secy.

LITTLE ROCK, ARK.—State Assembly of Arkansas Knights of Labor. Jan. 17, 1899. John H. Robertson, Little Rock, Ark., secy.

LIVERPOOL, ENGLAND—United Bill Posters' Association. August, 1899.

LOGANSPORT, IND.—Seventy-third Indiana Regiment of Civil War Veterans. 1899.

LONG BRANCH, N. J.—State Firemen's Convention. September, 1899. Isaac Wiesenthal, Chief Engineer.

LOUISVILLE, KY.—Grand United Order of Odd Fellows. Oct. 4, 1899. Geo. E. Temple, 2341 Washington st., St. Louis, Mo., secy.

LOUISVILLE, KY.—Kentucky Educational Association. Dec. 27 to 29, 1898. H. M. Gunn, Clintonville, Ky., secy.

LOUISVILLE, KY.—Royal Arch Masons, Grand Chapter. Oct. 10, 1899. Henry B. Grant, 4th and Green sts., Louisville, Ky., secy.

LOUISVILLE, KY.—F. & A. M. Grand Lodge of Kentucky. Oct. 17 to 20, 1899. H. B. Grant, Louisville, Ky., secy.

LOUISVILLE, KY.—T. P. A. Convention. 1899. Charles R. Duffin, national pres., Terre Haute, Ind.; Louis T. Le Beaume, secy., St. Louis.

LOUISVILLE, KY.—Grand Encampment, Knights Templar. August, (fourth Tuesday), 1901. Reuben H. Lloyd, San Francisco, Cal., Grand Master.

LOUISVILLE, KY.—Louisville Columbarian Association. W. H. Adams, secy. Nov. 30 to Dec. 3.

LOS ANGELES, CAL.—Independent Order of Foresters, Supreme Court. 1899.

LYNN, MASS.—National Convention, Y. P. S. C. E. of Universalist Church. July 12 to 19, 1899. Alfred J. Cardall, 30 West st., Boston, Mass., secy.

MACON, GA.—Dairy Convention. Dec. 7, 1898.

MACON, GA.—Brotherhood Railway Trackmen of America. Dec. 5, 1898. John F. Wilson, 2212 Olive st., St. Louis, Mo., secy.

MADISON, WIS.—Wisconsin Cheesemakers' Association. Feb. 1, 1899.

MADISON, WIS.—Mutual Fire Underwriters' Association. Feb. 7, 1899. Geo. H. Hastings, Watertown, Wis.

MARQUETTE, MICH.—Firemen's Convention. Louis Vertsch, chief, Houghton, Mich. Aug. 2 to 5, 1999.

MAYSVILLE, KY.—Grand Encampment, Odd Fellows. May, 1899.

MEMPHIS, TENN.—Christian Missionary Convention. Oct. 3, 1899. A. I. Myler, Nashville, Tenn., secy.

MEMPHIS, TENN.—National Association of Post Office Clerks. Sept. 4, 1899. Wm. Agnew, Cleveland, O., secy.

MEMPHIS, TENN.—Southern Surgical & Gynecological Association. Dec. 6 to 8, 1898. Dr. W. E. B. Davis, Birmingham, Ala., secy.

MEXICO, MO.—State Industrial Exposition. Dec. 12 to 17, 1898.

MILNER, GA.—Cabin Creek Baptist Association. Sept. 27, 1899. N. E. Blanton, Forsyth, Ga., secy.

MILWAUKEE, WIS.—Associated Bill Posters of United States. July 4, 1899.

MILWAUKEE, WIS.—Wisconsin State Undertakers' Association. September, 1899. George L. Thomas, 467 Milwaukee st., Milwaukee, Wis., secy.

MILWAUKEE, WIS.—National Brotherhood of Locomotive Engineers. 1899.

MILWAUKEE, WIS.—Western Gas Association. 1899.

MILWAUKEE, WIS.—General Federation of Women's Clubs. Biennial Meeting. May, 1900. Mrs. Emma A. Fox, 21 Bagley ave., Detroit, Mich., secy.

MILWAUKEE, WIS.—Wisconsin Teachers' Association. Dec. 27 to 29. Supt. Myron E. Keats, Fond du Lac, Wis., secy.

MILWAUKEE, WIS.—Wisconsin Retail Hardware Dealers' Association. Feb. 1, 1899. C. A. Peck, Berlin, Wis., secy.

MILWAUKEE, WIS.—National Eisteddfod. January, 1899.

MINNEAPOLIS, MINN.—Independent Order of Foresters, Grand Lodge. Feb. 8, 1899. A. E. Renillard, Minneapolis, Minn., 501 6th st., South, secy.

MINNEAPOLIS, MINN.—Grand Lodge, I. O. O. F. of Minnesota. Dec. 26 to 28, 1898. G. Lorensen, 691 Mississippi st., St. Paul, Minn., grand secy.

MINNEAPOLIS, MINN.—Rathbone Sisters. Sept. 26, 1899. Mrs. Carrie Hoag, Central Ave., St. Paul., Minn., secy.

MINNEAPOLIS, MINN.—American Public Health Association. November, 1899. Dr. C. O. Probst, Columbus, O., secy.

MINNEAPOLIS, MINN.—Jr. O. U. A. M. National Council. June 12 to 16, 1899. E. S. Deemer, Box 766, Philadelphia, Pa., secy.

MOBILE, ALA.—Freight Claim Association. May 3, 1899. W. P. Taylor, Richmond, Va., secy.

MONTGOMERY, ALA.—R. A. M., Grand Chapter of Alabama. Dec. 5, 1898. H. Clay Armstrong, Montgomery, Ala., secy.

MONTREAL, QUEBEC, CAN.—Trades & Labor Congress. September, 1899. Geo. W. Dower, 11 Louisa st., Toronto, secy.

MOORESVILLE, IND.—Dairy Convention. Dec. 14 and 15, 1898. C. S. Plumb, Lafayette, Ind., secy.

MOUNT VERNON—Anniversary Celebration of Washington's Death Day, by Masonic Fraternity. (Estimated attendance, 10,000). Dec. 14, 1899.

NASHVILLE, TENN.—Grand Lodge, Knights of Honor. Second Wednesday in October, secy.

NASHVILLE, TENN.—A. O. U. W. Grand Lodge. Sept. 20, 1900. J. H. Thompson, 411½ Union st., Nashville, Tenn., secy.

NASHVILLE, TENN.—National Baptist Convention (Colored). Sept. 13, 1899. Wm. N. Steward, Louisville, Ky., secy.

NEWARK, N. J.—New Jersey State Council, C. B. L. Oct. 10, 1899. John J. Ghegan, 210 Garside st., Newark, N. J., secy.

NEW BRITAIN, CONN.—State Federation of Women's Clubs. Dec. 6 and 7. Dotha Stone Pinneo, Norwalk, Conn., secy.

NEW BRITAIN, CONN.—I. O. G. T. Grand Lodge. September, 1899. Mrs. Florence A. Screen, 101 Pleasant st., New Britain, Conn., secy.

NEW CASTLE, PA.—Grand Lodge, A. O. U. W. September, 1900. O. K. Gardner, 2201 Wylie ave., Pittsburg, Pa.

NEW HAVEN, CONN.—C. B. L. State Council of Connecticut. Sept. 19, 1899. Jas. Scanton, 115 Smally st., New Britain, Conn., secy.

NEW HAVEN, CONN.—National Convention of Knights of Columbus. March 7, 1899. Daniel J. Colwell, Poli Bldg., New Haven, Conn., secy.

NEW HAVEN, CONN.—American Economic Association. Dec. 27 to 29, 1898. Walter T. Wilcox, Ithaca, N. Y., secy.

NEW HAVEN, CONN.—National Electrotypers' Association. September, 1899. J. H. Ferguson, New York City, secy.

NEW HAVEN, CONN.—United Typothetae of America. 1899. J. Sterns Cushing, Norwood, Mass., secy.

NEW ORLEANS, LA.—National League of Commission Merchants. Jan. 11, 1899. A. Warren Patch, 17 N. Market st., Boston, Mass., secy.

NEW ORLEANS, LA.—Southern Educational Association. Dec. 27 to 31. Geo. B. Cook, Hot Springs, Ark., secy.

NEW ORLEANS, LA.—Brotherhood of R. R. Trainmen. May, 1899.

NEW ORLEANS, LA.—National Association of Master Plumbers. 1899.

NEWPORT, N. H.—Y. P. S. C. E. State Convention. Oct. 1 to 6, 1899. Frank W. Lund, Nashua, N. H., secy.

NEW YORK CITY—Eastern Retail Butchers' Association. Aug. 1 to 5, 1899. F. J. Wallace, Meriden, Conn., secy.

NEW YORK CITY—Ayrshire Breeders' Association. January, 1899. C. M. Winslow, Brandon, Vt., secy.

NEW YORK CITY—American Folk Lore Society. Dec. 28 and 29. Dr. Franz Boaz, 123 W. 82d st., New York City, secy.

NEW YORK CITY—American Society Mechanical Engineers. Nov. 29 to Dec. 2, 1898. Prof. F. R. Hutton, 12 W. 31st st., N. Y. City, secy.

NEW YORK CITY—American Psychological Association. Dec. 28 to 30, 1898. Livingston Farrand, secy.

NEW YORK CITY—State Medical Association of N. Y. Oct. 24 to 26, 1899. M. C. O'Brien, 161 W. 122d st., N. Y. City, secy. C. E. Denison, 113 W. 12th st., N. Y. City, secy. of arrangement committee.

NEW YORK CITY—National Sanitary Association. Thos. E. Neal, (Board of Health Office), Atlanta, Ga., secy. December, 1898.

NEW YORK CITY—Society of the Cincinnati. May, 1899.

NEW YORK CITY—Worthy Grand Temple, Templars of Liberty of America. Jan. 10, 1899. John McClurg, jr., 2 W. 14th st., New York City.

NEW YORK, N. Y.—Mystic Order Veiled Prophets. October, 1899. Sidney D. Smith, Hamilton, N. Y., secy.

NIAGARA FALLS—Pan-American Exposition. May 1 to Nov. 1, 1899. R. C. Hill, secy., Buffalo, N. Y.

NIAGARA FALLS, N. Y.—United States League of Local Building and Loan Associations. July 26, 1899. H. F. Cellarius, Cincinnati, O., secy.

NORTH ADAMS, MASS.—Federation of Labor. Aug., '99.

NORWICH, VT.—State Council, Jr. O. U. A. M. Oct. 4, 1899. F. W. Hawley, Norwich, Vt., secy.

OKLAHOMA CITY, OKLA.—Pharmaceutical Association. 1899. Edwin DeBarr, Guthrie, Okla., secy.

OMAHA, NEB.—Knights of Ak-Sar-Ben. September, 1899. September, 1899. A. H. Noyes, secy.

OMAHA, NEB.—Surgical and Geneological Association. Dec. 26 to 29. G. H. Simmons, secy., Lincoln, Neb.

OMAHA, NEB.—Nebraska & Western Iowa Implement Dealers' Association. Jan. 3 to 5, 1899.

OSAGE CITY, KAN.—Great Council of Kansas, I. O. R. M. Oct. 17, 1899. C. A. Wolf, Atchison, Kan., secy.

OTTAWA, ONT., CANADA—Allied Printing Crafts Union. June, 1899.

OVERBROOK, KAN.—Kansas State Grange. Dec. 13 to 17, 1898. Geo. Black, Olathe, Kan., secy.

PADUCAH, KY.—I. O. O. F., Grand Lodge. Oct. 10, 1899. R. G. Elliott, Lexington, Ky., secy.

PARIS, FRANCE—National Editorial Association. 1900.

PASADENA, CAL.—Tournament of Roses. Jan. 1, 1899. M. H. Weight, Pasadena, Cal., pres.

PEORIA, ILL.—United Association, Journeymen Plumbers, Gas Fitters, Steam Fitters & Steam Helpers. Sept. 18, 1899. J. Spencer, 511 Ogden Bldg., Chicago, Ill., secy.

PEORIA, ILL.—United Order of Plumbers of United States and Canada. September, 1899. W. J. Spencer, Chicago, secy.-treas.

PHILADELPHIA, PA.—Pharmaceutical Association. June, '99. J. A. Miller, secy., Harrisburg, Pa.

PHILADELPHIA, PA.—Grand Army of the Republic. 1899. Col. Jas. A. Sexton, commander-in-chief.

PHILADELPHIA, PA.—National Army Nurses' Association. 1899. Miss Kate Scott, Pennsylvania, secy.

PHILADELPHIA, PA.—Women's Relief Corps. 1899. Mrs. Flo Jamieson Miller, Monticello, Ill., nat. pres.

PHILADELPHIA, PA.—Ladies of the G. A. R. 1899. Mrs. Annie Esher, Chicago, nat. secy.

PHILADELPHIA, PA.—Patriotic Order of America. Oct. 24, 1899. Theo. Harris, Philadelphia, Pa., secy.

PHILADELPHIA, PA.—Knights of Malta, Oct. 17, 1899. Frank Gray, Broad and Arch sts., Philadelphia, Pa., secy.

PHILADELPHIA, PA.—Daughters of Veterans. 1899. Mrs. Vinne Bond Willis, of Massachusetts, secy.

PHILADELPHIA, PA.—California Volunteer Association. 1899. Capt. Geo. H. Petter, Providence, R. I., secy. and treas.

PHILADELPHIA, PA.—Veteran Signal Corps Association. 1899. C. W. D. Marny, Boston, Mass., secy. and treas.

PHILADELPHIA, PA.—International Commercial Congress. June, 1899.

PIERRE, S. D.—South Dakota Editors' Association. January, 1899. J. F. Halliday, Iroquois, S. D., secy.

PITTSBURG, PA.—Master Horseshoers' Convention. Oct. 9, 1899. W. J. Moore, Oakland ave., Pittsburg, Pa., secy.

PITTSBURG, PA.—Dorset Horn Sheep Breeders' Association of America. Jan. 10, 1899. M. A. Cooper, Washington, Pa., secy.

PITTSBURG, PA.—Y. W. C. A. State Convention. Jan. 26 to 30, 1899. Miss Emma Hays, 205 Washington ave., Scranton, Pa., secy.

PITTSBURG, PA.—Columbian Philatelic Society. January, 1899. H. C. Crowell, 208 Superior st., Cleveland, O., secy.

PITTSBURG, PA.—International Astronomical Congress. May, 1900. C. W. Scovil, secy.

PITTSBURG, PA.—Biennial Convention of the Knights and Ladies of Honor of Pennsylvania. 1899. Grand secy., Fred Voelcker, Philadelphia.

PITTSBURG, KAN.—O. D. H. S. Grand Lodge. Nov. 21, 1899. John Jacobs, 1150 E. 1st st., Pittsburg, Kan., secy.

PIQUA, O.—Great Council, Improved Order of Red Men. Oct. 10 and 11, 1899. W. S. Rowan, 411 Mill st., Chillicothe, O.

POPLAR SPRINGS, MD.—Grand Lodge, I. O. G. T. of Maryland. Dec. 7 and 8, 1898. Lewis D. Russell, 420 N. Stricker st., Baltimore, Md., secy.

PORTLAND, ME.—Grand Lodge, I. O. O. F. Oct. 17, 1899. Joshua Davis, Portland, Me., secy.

PORTLAND, ME.—Rebekah Assembly, I. O. O. F. Oct. 16, 1899. Grace E. Watson, Belfast, Me., secy.

PORTLAND, ME.—Ladies' Loyal Orange Association. June 13, 1899. Mrs. Christina Milligan, 13 West st., Everett, Mass., secy.

PORTLAND, ORE.—Mining & Irrigation Congress. Dec. 5, 1898. C. H. Slutter, Baker City, Ore., secy.

PORTLAND, ORE.—National Editorial Association. 1899.

PORT HURON, MICH.—Knights of Maccabees. July, 1899. N. S. Boynton, Port Huron, secy.

PORTSMOUTH, N. H.—Universalists' Convention of N. H. Oct. 3 to 5, 1899. Rev. W. H. Morrison, Manchester, N. H., secy.

PORTSMOUTH, N. H.—Federation of Women's Clubs of N. H. May, 1899. Mrs. H. W. Blair, Manchester House, Manchester, N.H.

PORTSMOUTH, N. H.—Jr. O. U. A. M., State Council. Sept. 20, 1899. J. H. Noyes, Plaistow, N. H., secy.

PORTSMOUTH, O.—A. O. U. W. Grand Lodge. Aug. 22, 1899. Walter Pickens, G. R., of Toledo, O.

PRINCETON, ILL.—Illinois Farmers' Institute. Feb. 21 to 23, 1899. Chas. F. Mills, Springfield, Ill., secy.

PUT-IN-BAY, O.—National Association of Photo-Engravers. 1899. C. C. Cargill, Grand Rapids, Mich., secy.

PUT-IN-BAY, O.—Master House Painters' & Decorators' Association. July, 1899. W. J. Albrecht, Toledo, O., secy.-treas.

RACINE, WIS.—Danish Brotherhood in America. Oct. 1, 1902. Viggo A. Danielson, Sta. G, 885 N. Campbell ave., Chicago, Ill., secy.

READING, PA.—Reunion of the Society of the 124th Regiment, Pa. Volunteers. Sept. 16, 1899. C. P. Keech, Philadelphia, Pa., secy.

RICHMOND, VA.—Southern Philatelic Association. October, 1899. W. C. Lowry, Abilene, Tex.

RICHMOND, VA.—American Union Hebrew Association. Dec. 6, 1898. Lipman Levy, Esq., Cincinnati, O., secy.

ROANOKE, VA.—Virginia State Firemen's Association. Sept. 27, 1899. George G. Cummings, 210 Lincoln st., Portsmouth, Va., secy.

ROCHESTER, N. Y.—State American Merino Sheep Breeders' Association. Dec. 13 and 14, 1898. J. H. Earll, Skaneateles, N. Y., secy.

ROCKFORD, ILL.—Y. P. S. C. E. State Convention. Oct. 5 to 8, 1899. Miss Nellie M. Blair, 208 Illinois ave., Peoria, Ill., secy.

ROME, N. Y.—United American Mechanics. Sept. 12, 1899. John Senner, 1341 Arch st., Philadelphia, Pa., natl. secy.

SALT LAKE CITY, UTAH—State Medical Association of Utah. October, 1899. Dr. R. W. Fisher, Salt Lake City, Utah, secy.

SAN FRANCISCO, CAL.—Grand Encampment, I. O. O. F. Oct. 17, 1899. Wm. H. Barnes, Odd Fellows' Hall, San Francisco, Cal., secy.

SAN FRANCISCO, CAL.—Episcopal Convention, 1901.

SAN FRANCISCO, CAL.—Northern Baptist Convention. 1899.

SCRANTON, PA.—State Council, Jr. O. U. A. M. Sept. 11 to 15, 1899. E. S. Deemer, Box 766, Philadelphia, Pa., secy.

SCRANTON, PA.—State Council, Daughters of America. Sept. 18, 1899. T. A. Gerbig, Scranton, Pa., secy.

SCRANTON, PA.—Letter Carriers' Association. Sept. 4, 1899. F. J. Cantwell, Brooklyn, N. Y., secy.

SCRANTON, PA.—United Brotherhood of Carpenters & Joiners. Sept. 18, 1900. P. J. McGuire, Box 884, Philadelphia, Pa., secy.-treas.
SCRANTON, PA.—Letter Carriers' Association. Sept. 4, 1899. F. J. Cantwell, Brooklyn, N. Y., secy.
SCRANTON, PA.—Pennsylvania State Camp, Patriotic Order of America. July 11, 1899.
SEAFORD, DEL.—Grand Lodge, K. of P. Oct. 25, 1899. Mark L. Garrett, 703 King st., Wilmington, Del., secy.
SEYMOUR, CONNN.—I. O. O. F. Grand Encampment. Oct. 17, 1899. Frederick Botsford, New Haven, Conn., secy.
SHELBYVILLE, IND.—Southern Indiana Teachers' Association. March, 1899.
SHERMAN, TEX.—Texas State Swine Breeders' Association. Feb. 14, 1899. A. A. Pittuck, Dallas, Tex., secy.
SILVER CITY, N. M.—Grand Lodge, K. of P. Sept. 19, 1899. B. F. Adams, Albuquerque, N. M., secy.
SIOUX FALLS, S. DAK.—National Creamery Butter Makers' Association. Jan. 22 to 26, 1899. E. Sudendorf, secy.
SOMERSWORTH, N. H.—Baptist Sunday School Convention. October, 1899. Rev. Winfield G. Hubbard, Wilton, N. H., secy.
SOUTH BEND, IND.—Women's Synodical Society of Home & Foreign Missions. Oct. 15 to 19, 1899. Mrs. F. F. McCrea, 1505 Broadway, Indianapolis, Ind., secy.
SPRINGFIELD, ILL.—State Millers' Association. Dec. 6, 1898. Henry Schurman, Germantown, Ill., secy.
SPRINGFIELD, MASS.—State Encampment G. A. R. 1899.
SPRINGFIELD, O.—Presbyterian Synod of Ohio. Oct. 10, 1899. W. E. Moore, Columbus, O., stated clerk.
SPRINGFIELD, O.—Master Plumbers' Convention. 1899.
STANTON, NEB.—Nebraska Saengerbund. 1900. F. Raabe, secy.
ST. AUGUSTINE, FLA.—State Firemen's Convention & Tournament. November, 1899. Silas B. Wright, secy.
ST. JOHANNESBURG, VT.—Dairy Convention. Jan. 2 to 5, 1899.
ST. JOHNSBURY, VT.—Vermont Butter and Cheese Makers' Association and Vermont Dairymen's Association. Jan. 23 to 27, 1899.
ST. JOHNSBURY, VT.—Grand Lodge, K. of P. Oct. 11 and 12, 1899. J. M. Cady, St. Johnsburg, Vt., secy.
ST. JOSEPH, MO.—Grand Chapter, Order Eastern Star. Oct. 16 to 20, 1899. Mrs. Sallie E. Dillon, St. Louis, Mo., secy.
ST. JOSEPH, MO.—Medical Society of Missouri Valley. March 16, 1899. V. L. Greynor, Council Bluffs, Iowa, secy.
ST. LOUIS, MO.—Independent Order of Red Men. March, 1899.
ST. LOUIS, MO.—Semi-Annual Meeting Western Insurance Association. March 8, 1899. J. A. Kelsey, of the Aachen & Munich, secy.
ST. LOUIS, MO.—German Evangelical Lutheran Synod of Missouri. April, 1899. Rev. C. F. Obermeyer, 2000 Benton st., St. Louis, Mo., secy.
ST. LOUIS, MO.—Grand Lodge, K. of P. Oct. 17, 1899. John H. Holmes, Columbia Bldg., St. Louis, Mo., secy.
ST. LOUIS, MO.—F. & A. M., Grand Lodge of Missouri. Oct. 17, 1899. John D. Vincil, St. Louis, Mo., secy.
ST. LOUIS, MO.—Laundrymen's National Association. Oct. 9 to 12, 1899. Henry W. Storer, 949 Woodland Ave., Cleveland, O., secy.
ST. LOUIS, MO.—United States Railway Mail Service Mutual Benefit Association. Oct. 3 to 5, 1899. J. M. Brown, Atlanta, Ga., secy.-treas.
ST. LOUIS, MO.—Elks' Convention. 1900
ST. PAUL, MINN.—Minnesota Retail Hardware Association. J. W. Clark, secy., Minneapolis, Minn. 1899.
ST. PAUL, MINN.—Knights of Pythias Grand Lodge. Sept. 26, 1899. Robt. Stratton, Minneapolis, Minn., secy.
ST. PAUL, MINN.—O. D. H. S. State Convention. Jan. 31, 1899. E. Cirkler, Box 444, Minneapolis, Minn., secy.
SYRACUSE, N. Y.—State Fish & Game & Forest League. Dec. 8, 1898. E. G. Gould, Seneca Falls, N. Y., secy.
SYRACUSE, N. Y.—Knights Templar Annual Conclave. Sept. 25 to 27, 1899. Edwin C. Talcott, 121 S. Salina st., Syracuse, N. Y.
TAMPA, FLA.—Convention of Governors of ·11 States. Feb. 8, 1899.
TERRE HAUTE, IND.—State G. A. R. Encampment. 1899.
TOLEDO, O.—Ohio Bill Posters' Association. May 9, 1899.
TOLEDO, O.—National Convention G. A. R. 1903.
TOLEDO, O.—Ancient Order of Hibernians. April, 1899.
TOPEKA, KAN.—State Historical Society. Jan. 17, 1899. Franklin G. Adams, Topeka, Kan., secy.
TOPEKA, KAN.—State Teachers' Association. Dec. 27 to 29, 1898. Hon. Wm. Stryker, Topeka, Kan., secy.
TORONTO, CAN.—International Supreme Lodge, I. O. G. T. June 29 to July 7, 1899. B. F. Parker, 208 Oneida st., Milwaukee, Wis., secy.
TORONTO, ONT., CAN.—Canadian Medical Association. September, 1899. Dr. F. N. G. Starr, Toronto, secy.
TORONTO, ONT., CANADA.—American Poultry Association. Jan. 8 to 14. A. E. Felch, Natick, Mass., asst. secy.
TRENTON, N. J.—New Jersey State Teachers' Association. Dec. 26 to 30. L. C. Wooley, Trenton, N. J., secy.
TRENTON, N. J.—Royal and Select Masters' Grand Council. Jan. 24, 1899. Chas. Bechtel, Trenton, N. J., secy.
UNADILLA, N. Y.—Otsego County Firemen's Association. 1899. C. C. Fylaesch, secy.
VALLEYFIELD, QUEBEC, CAN.—Dairy Convention. Dec. 6 and 7, 1898.
VANCEBURG, KY.—Junior Order of United American Mechanics. 1899.
VIRGINIA BEACH, VA.—Virginia Booksellers' Association. July 10, 1899. J. V. Alfriend, Norfolk, Va., secy.
WASHINGTON, D. C.—National Marine Engineers' Beneficial Association. Jan. 16, 1899. Geo. A. Grubb, 1537 George st., Chicago, Ill., Sta. B, secy.
WASHINGTON, D. C.—American Electro-Therapeutic Association. Sept. 19 to 21, 1899. John Gerin, 68 North st., Auburn, N. Y., secy.
WASHINGTON, D. C.—American Inventors & Mfg. Association. Jan. 15, 1899. Arthur Stewart, Baltimore, Md., secy.
WASHINGTON, D. C.—Royal Order of Scotland. Oct. 16, 1899. Wm. Oscar Roome, Washington, D. C., secy.
WASHINGTON, PA.—Y. P. S. C. E. State Convention. October, 1899. Geo. McDonald, Altoona, Pa., secy.
WATERBURY, CONN.—King's Daughters & Sons' Convention. October, 1899. Mrs. C. E. Spalding, 191 John st., Bridgeport, Conn., secy.
WATERLOO, IA.—I. O. O. F. Grand Encampment. Oct. 17, 1899. Wm. Musson, Des Moines, Ia., secy.
WATERLOO, IA.—Rebekah Assembly, I. O. O. F. Oct. 17, 1899. Miss S. E. Matheney, Keokuk, Ia., secy.
WATERLOO, IOWA.—Catholic Order of Foresters. Aug. 24 and 25, 1899. J. H. Limbach, Cedar Rapids, Iowa, secy.
WATERTOWN, N. Y.—Y. P. S. C. E. State Convention. Oct. 2 to 4, 1899. A. E. Dewhurst, 179 Howard ave., Utica, N. Y., secy.
WEISER, IDAHO—Rebekah State Assembly. Oct. 17, 1899. Winnie Priest Dunton, Boise, Idaho, secy.
WEISER, IDAHO—I. O. O. F. Grand Lodge. A. K. Stuenenberg, Caldwell, Idaho.
WEST HARPSWELL—Grand Division, Sons of Temperance. April 26, 1899. Annie L. Hays, Chelsea, Me., secy.
WHEELING, W. VA.—Grand Lodge of West Virginia, K. of P. Oct. 11, 1899. Mauer Jenkins, Piedmont, W. Va., secy.
WHEELING, W. VA.—National Tobacco Workers' Union of America. September, (fourth Monday), 1900. E. Lewis Evans, 422 Granite Block, St. Louis, Mo., secy.
WICHITA, KAN.—Grand Lodge I. O. O. F. of Kansas. Oct. 18, 1899. D. W. Kent, Topeka, Kan., secy.
WILLIAMSPORT, PA.—Baptist State Mission Society. Oct. 22 to 26, 1899. W. H. Conard, D.D., 1420 Chestnut st., Philadelphia, Pa., secy.
WILLIAMSPORT, PA.—Pennsylvania Baptist Educational Society. Oct. 20, 1899. G. M. Spratt, 1420 Chestnut st., Philadelphia, Pa., secy.
WILLIAMSPORT, PA.—Pennsylvania State Farmers' Alliance & Industrial Union. Dec. 13 to 15. Louisa Bricker, Cogan Station, Pa., secy.
WILMINGTON, DEL.—Jr. O. U. A. M. State Council. Feb. 21, 1899. W. J. Marland, Wilmington, Del., secy.
WORCESTER, MASS.—State Council, Jr. O. U. A. M. Sept. 26, 1899. Martin M. Woods, 124 Boxford st., Lawrence, Mass., secy.
YONKERS, N. Y.—Order of American Firemen. Sept. 5 and 6, 1899. Addison Brown, secy.
YONKERS, N. Y.—New York State Firemen's Convention. Aug. 8 to 29, 1899.
YOUNGSTOWN, O.—Ohio State Liquor League. Sept. 12, 1899. John F. Weiss, Canton, O., secy.

Fair Notes.

We wish to remind fair managers that "The Billboard" reaches all the large manufacturers of agricultural implements. They subscribe for it, in order to keep in touch with the fair news of the country.

They will all buy space in a premium list if you issue it far enough in advance of the fair.

If you have space to sell, an ad. in "The Billboard" will sell it. Money back if it does not.

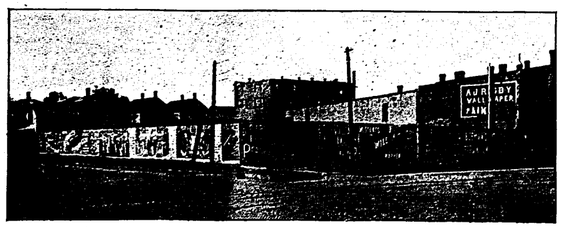
Omaha wants to do it again next year, and is already at work on a guarantee fund. Omaha had better let well enough alone.

Thos. A. Browne, Secretary of the Poultry Association of Toronto, in renewing his subscription, writes:

"The reason a lot of us don't get more good from and interested in a publication like "The Billboard," is because we don't know a good thing sufficently well at sight, and should examine it more."

It is given out that the State Fair, held in the city during the first of October, has come out with a deficit of some $1,500. John M. Terne, President of the State Board of Agriculture, states that it is undoubtedly due to the fact that the board had not a cent of money in the treasury, and also that the best day, Milwaukee Day, was ruined by bad weather. He feels confident that had not these things occurred the fair would have been a financial success.

The Philadelphia Pure Food Show, which closed at Second Regiment Armory, November 26, was a success.



Billboard belonging to F. C. Zehrung, Lincoln, Neb.

NOT how cheap, but how good can I do your distributing. Write and let me quote you my prices for distributing this city and surrounding towns.

EDGAR L. WILLIAMS, 25 W. Circular St., Saratoga Springs, N.Y.
The Reliable Distributor.

Chas. E. Beurmann, Secretary of the Brighton (Mich.) Fair, writes us that his fair turned out very badly on account of rainy weather, raining every day.

Topeka (Kas.) wants a food show this winter, but there is hardly a building in the town large enough for the purpose. Topeka has just an even hundred grocers.

The first annual Wells county street fair, held in the beautiful city of Bluffton, Ind., September 28, 29 and 30, was a decided success in every department. The crowd of people was estimated at 15,000 to 20,000 on Thursday. The attendance was large all the way through, and everybody was highly pleased with the fair. I. V. L. Garrett was President.

Published reports of the Minnesota State Fair indicate that it was a great success. The St. Paul Pioneer Press says: "In the records of the State it will go down as the most successful fair, all things considered, that has ever been held, and there is glory enough in this statement."

The Osage County Fair, held at Burlingame, Kan., was a complete success. The exhibits of live stock were of splendid character. Liberal entries were made in nearly all of the classes.

The thirty-first annual fair of the Brown County Fair Association was held at Hiawatha, Kan., and, as usual, was quite successful in most of the departments. The show of agricultural and horticultural products was especially good as to kind and quality.

The sixth annual fair of the Allen County Agricultural Society, held at Iola, Kan., was one of the most successful in every way of all fairs ever held on the society's grounds. The exhibits generally were large. The best features were the live stock exhibits, the horticultural display, the speed ring and the political attractions.

The fair at Waterbury, Vt., was very successful.

The Caledonia County fair, St. Johnsburg, Vt., was the most successful held in many years.

From the point of arrangement and the displays made, the free street fair at Edwardsville, Ill., was a success. Light frame work was put up in the streets and covered with canvas to make the booths, and these extended for probably a quarter of a mile. In the booths thus built was placed a creditable array of the products of the farm, garden and orchard, poultry, live stock and the merchandise of various kinds that is usually found at county fairs.

The success of this fair has assured its continuance next year at least.

The attractions provided for visitors consisted of trapeze performances, balloon ascensions, parade by zouaves and the members of the Illinois naval reserve from Alton and other features of interest and amusement.

While Rochester, N. H., has the largest agricultural fair in the State, the extensive proportions of its entertainments lead many to infer that it is only a great show ground. It is the object of the managers to provide something to entertain the visitors throughout the entire exhibition, and the entertainments were of a high order and the best artists in their respective lines. The Midgets' performance and the fifty-foot leap by an elk from the top of an inclined walkway into an artificial pond of water were two very strong drawing-cards.

The attendance on the fourth day was large, the races being the principal feature of the exercises, and the twenty-third annual fair of the Rochester Agricultural and Mechanical Association to-night passed into history as one of the most successful ever held at Cold Spring Park, most richly deserving the title of the "Old Glory" Fair.

Have you organized yet for 1899? If not, why not? Get out of that old procrastinating rut. Get together, perfect your organization, claim your dates and have it all done with by New Year's Day.

R. H. Knowlton, Secretary of the Washington Fair, says: " 'The Billboard' is a great boon to Secretaries. Just having our name in your list is worth many times the subscription price."

Established in 1874.

E. T. HEVERIN,
CITY DISTRIBUTOR,
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Members of the I. A. of D.

The Albany Bill Posting Advertising Co.
(Incorporated)
T. Ballard Carroll, Mgr.
Albany, N.Y.
55 Beaver Street. P.O. Box 190.

The Indiana State Fair of 1898 has come and gone, and despite the inclement weather every visitor pronounced it the best fair ever held upon the new grounds; especially is this true of the live-stock department, where the entries were large and the best representatives of the different breeds were represented. The treatment of the stockmen by President Downing and Secretary Kennedy will always be held in kind remembrance by all exhibitors, while each member in charge and the assistants did all in their power to make the week pleasant for all.

The display of horses this year reminded one of ten years ago, when horses were on the boom. While there were not as many importers present as in those days, yet the display of different individuals was a very fine one indeed.

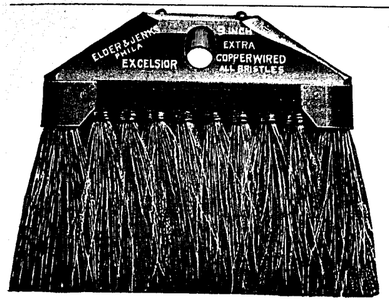
"Quality, not quantity" is what might be said of the cattle exhibit at our State Fair this year. The death of ex-Governor Matthews (who was appointed member in charge of the beef cattle department) was indeed a sad loss to the board, as his services and advice were always needed. He had labored hard to make the battle of the breeds an attraction this year. However, Mortimer Levering, member in charge of the dairy cattle, assumed the charge of the beef cattle, and showed his ability to manage both. He selected an able assistant in W. J. Wright, of Newcastle, who has been an efficient worker at our State Fairs for years.

Keep a standing ad. in "The Billboard" the whole year round. It will pay you. Rates, 10 cents per line.

Ed. M. Muse, the efficient Secretary of the Baton Rouge (La.) Fair Association, has introduced a novel feature in fair privileges. He has erected a mammoth bulletin board in the fair grounds. The location of the board is in center view of the main drive-way between the grand stand and the main building, and is where thousands of people pass constantly by and through the grounds. The board is being built of dressed lumber, tightjointed, and is erected with pains, specially for high-class pictorial and artistic advertising. The board is to be one hundred feet long and eighteen feet high, set at an elevation, so as to be plainly visible from a distance of several hundred yards. They have engaged especially for this work of painting and designing, Mr. F. Pavile, a scenic artist of great ability, who is under obligation to paint each and every sign in the very best and most attractive manner. The object of building this fine board is purely to ornament the fair grounds, and space is offered at 25 cents per square foot, including artist furnished to do the work.

We will pay liberally for contributions of a critical nature dealing with fair management in all its phases. Articles should be accompanied by sufficient stamps for return postage in case they prove unavailable.

Now that the Omaha fair is a thing of the past, attention centers on Toledo, where the next big exposition takes place.



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The most practical Brush made. Copper wired and protected corners.
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VERY STRONG, WITH SAFETY SCREWS.

GRAY RUSSIAN BRISTLES.
Quaker City, 9-inch, $24.00 per dozen, $2.50 each.
Excelsior, 9-inch, $30.00 per dozen, $3.00 each.
Extra Extra, 9-inch, for circus use, $39.00 per dozen, $3.75 each.

BLACK CHINA BRISTLES.
No. 1, Royal, 9-inch, $21.00 per dozen, $2.25 each.
No. 2, Royal, 9-inch, $27.00 per dozen, $2.50 each.
No. 3, Royal, 9-inch, $30.00 per dozen, $3.00 each.
8-foot Curved Handles, 50 cents each.

ELDER & JENKS, Brush Makers,
127 North 5th St., Philadelphia, Pa., U. S. A.

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CITY BILLPOSTER.
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Owns all boards in city. Newnan, Ga.

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POST BILLS, nail up signs, distribute samples and all kinds of advertising matter in Aurora, Lawrence County, Mo. Population of county, 45,000; of Aurora, 6,000. 1,200 pieces necessary for town and country trade. Give me your business. I refer you to Dillard Bros. and Blackman Bros., druggists, Aurora, Mo.
S. MARTIN, Distributor.

FENTON, MICH. Pop. 2,500. Billposter, Distributor and Sign Tacker. L. S. FIELD.

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BILLPOSTERS AND DISTRIBUTORS
We Post and Distribute Everything.
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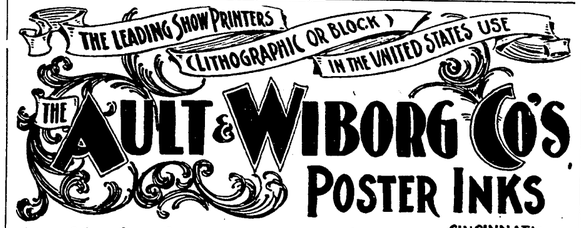
Office, 45 Cohannet Street, Taunton, Mass.
A. B. WHITE, Manager.

The Bill Poster
The English counterpart of THE BILLBOARD. Subscription 50 cents per year, post free, may be sent to 127 East Eighth St., Cincinnati, O.

Here is a Merry Christmas and Happy New Year to all my advertising patrons, to all the agents, and to all my brother distributors and billposters.

Peace on earth, good will to all.

JOHN T. WILLIAMS,
City Billposter and Distributor,
PORTLAND, ORE.
Member of the International Association of Distributors, and Agent for all Billposters in Washington and Oregon.



OAKLAND, CAL.
According to the census of 1890, had a population of 48,682. The police census of 1895 gave it 52,986. Experts now estimate it at 60,000. It is a good town. A residence town. A city of homes. I distribute Oakland. I have good references, and further more, I am a member of the International Association of Distributors and Will. A. Molton's Agency. Whenever you want to distribute Oakland, send the matter to
W. B. PORTER, 408 Tenth St., OAKLAND, CAL.

Endorsed by the Leading Wholesale and Retail Druggists.
Reliable Service.
Competent Men.

C. E. FISCHER, Manager. A. F. FISCHER.
FISCHER'S DISTRIBUTING AGENCY,
REGISTERED DISTRIBUTORS
FOR Omaha and South Omaha.
Residence and Office, 4329 Decatur Street.
Signs Tacked. Samples and Advertising Matter Distributed. Fifteen Years' Experience.

A $7.00 BOOK of EUGENE FIELD'S POEMS,
Handsomely illustrated by thirty two of the world's greatest artists. A contribution of the world's greatest artists this book could not have been manufactured for less than $7.00.
The fund created is divided equally between the family of the late Eugene Field and the fund for the building of a monument to the memory of the beloved poet of childhood. Address,
EUGENE FIELD MONUMENT SOUVENIR FUND,
[Also at Book Stores.] 180 Monroe St., Chicago.
If you also wish to send postage, enclose 10c.

Given Free to each person interested in subscribing to the Eugene Field Monument Souvenir Fund. Subscribe any amount desired. Subscriptions as low as $1.00 will entitle the donor to this handsome volume, cloth bound, $x1, as a souvenir certificate of subscription to fund. Book contains a selection of Fields best and most representative works and is ready for delivery.
But for the noble contribution of the world's greatest artists this book could not have been manufactured for less than $7.00.

Mention this Journal, as adv. is inserted as our contribution.

Walter D. Dixon, Distributor and sign tacker Milwaukee, Wis. 583 18th St

RICHARD RUFFIN,
CITY BILLPOSTER AND DISTRIBUTOR.
EDWARDSVILLE, ILL. Population 8,000.

BERNARD
Owns the billboards and controls the commercial posting in the city of
SAVANNAH, GA.
MEMBER A. B. P.

Bernard is now International Association Distributor for the City of Charleston, S.C
Address all business communications to
CHAS. BERNARD,
BOX 92, Savannah, Ga.

THE MEMBERSHIP OF THE

International Association of Distributors

is a roll of honor upon which is writ only names of men who are honest. If a man's reputation will not bear inquiry, if his record will not stand rigid investigation, he may not be admitted to the I. A. of D.

He must be sober, industrious, honest. He must be faithful and painstaking, and furthermore, he must be able to prove that he is all of these. He must possess good standing in his community and be an enthusiatic distributor.

IF HE IS ALL OF THESE THEN HE MAY BECOME A MEMBER OF THE INTERNATIONAL ASSOCIATION OF DISTRIBUTORS, NOT OTHERWISE.

If an advertiser has to choose between a member of the I. A. of D. and a distributor who is unattached, both being personally unknown to him, who is he going to choose?
Will he take the unknown, unattached distributor, or will he take the I. A. of D. member, whose standing is vouched for and whose service is guaranteed by his brother distributors all over America?

ADVERTISERS MAY HAVE TO PAY I. A. OF D. MEMBERS A TRIFLE MORE PER 1,000 FOR THEIR HIGH-CLASS SERVICE THAN CHEAP AND IRRESPONSIBLE DISTRIBUTORS ASK, BUT THE DIFFERENCE IN THE SERVICE WARRANTS THE OUTLAY MANY TIMES OVER.

See List of Members on another page of this issue.

OFFICERS FOR 1898-99.

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F. M. GROVES.....Evansville, Ind
L. H. RAMSEY.....Lexington, Ky

Advertisers who deal with members of the International Association of Distributors are insured against all loss. A guarantee or indemnity bond, as good as issued by any trust company, may be had for the asking. Write the Secretary,

W. H. STEINBRENNER,
519 Main Street, Cincinnati.

PRESS CLIPPINGS are valuable to the editors of class and trade journals, to professional men, to students of science or history, and to every one who wants a collection of thoughts or facts on any subject. We're rather proud of the fact that our service is so complete and satisfactory that our circle of subscribers to our press clippings steadily widens. May we add you to the list?

NEW ENGLAND NEWSPAPER BUREAU,
146 Franklin Street, Boston, Mass.

We take special pleasure in announcing that we have been elected to membership in the International Association of Distributors at Dunmore and

SCRANTON, PA.

and we will guarantee to uphold the dignity of the Association at all times. Our work can be depended on.
REESE & LONG.

ADVERTISERS! I am still in the business and going to stay. Send all matter to me. My distributing will make it pay. Member I. A. of D. JOHN H. JONES, Office N. W. Cor. Mount and McHenry Streets. Residence, 1733 W. Pratt St., Baltimore Md.

CHAS. A. HOWARD
Owns and controls all billboards in the thriving city.
ROODHOUSE, ILL.

MRS. M. E. DUNDON,
BILLPOSTER and DISTRIBUTOR,
114 Fourth Street, - TROY, N. Y.
Member International Assn. of Distributors.

CHAFEE & SON,
POSTERS and DISTRIBUTORS.
SHELBYVILLE, IND.

SUTLIFF, Gloversville, N. Y.
BILLPOSTING, DISTRIBUTING, and BULLETIN PAINTING.
Complete circuit of Fulton County, including cities of Gloversville and Johnston. Population of county 40,000. Member of N. Y. Billposters' Ass'n and only member of I. A. of D. for county. Write for particulars
O. S. SUTLIFF, Gloversville, N. Y

Walker & Co.
BILLPOSTERS and GENERAL ADVERTISERS.
47 Rowland St. DETROIT, MICH.
Remember Detroit gets the big Pythian Convention in 1900.

H. K. APPLE
Billposter and Distributor
For Indiana County. Private space. Member of I. A of D. Town population, 6,000. County, 52,000,
INDIANA, PA.

Send for Samples of Bill Poster's
LETTER HEADS.
CROSS PRINTING CO., CHICAGO.

E. M. FRITZ
BILL POSTING AND DISTRIBUTING
OSKALOOSA, IOWA.

LIMA, OHIO. Has a thrifty wide-awake, bustling population of over 25,000. It will pay you to put it on your list. W. C. TIRRILL & CO. Bill Posters and Distributors.

HARKNESS BILL-POSTER.
New Boards. Locations the Best.
STOCKTON, CAL.

IF YOU WANT THE BEST SERVICE, PATRONIZE
The Old Reliable
CHICAGO BILLPOSTING COMPANY,
395 & 397 West Harrison Street,
Chicago, Ills.
Long Distance Phone, West 1273.
ESTIMATES AND SKETCHES FURNISHED ON ALL KINDS OF PRINTING.

E. H. BOWMAN,
DISTRIBUTOR and BILLPOSTER.
P. O Box 14, NEWNAN, GA.

WE, the undersigned, druggists of Youngstown, Ohio, highly recommend JOHN M. EVANS as an honest, up-to-date distributor, and a sober, industrious gentleman:

Averbeck & Co.	Central Square Drug Store
Folsom & Thayer.	McKwen & Lyons.
C. H. Krauler.	White's Drug Store.
Dr. McBride.	Davies & Co.
Dr. Thatcher (per C. Pyle).	Gibson & Co.
Wm. Braeden.	Carl Rudolph.
	Eusing Drug Store.

JOHN CLARIDGE,
CITY BILLPOSTER.
Pop. 5,000. NEWPORT. ARK.

R. M. B. ELLINGTON.
LICENSED BILLPOSTER,
Sign Tacker and Distributor.
REEDSVILLE, N. C. Population 5,000.

Wichita, Kan.
The distributing point for S. W. Kansas, Oklahoma and Indian Territory.....
Population, 24,853.
Kansas Billposting Co.
(LICENSED.)
Owns 2,216 lineal feet of
First-Class Boards.
Furnish a guaranteed, listed service at 7c a sheet for three-sheets and larger, 30 days' showing. Every board covered with commercial, local and theatrical paper in October.
IT PAYS TO USE OUR BOARDS.
E. L. MARTLING,
Manager.
Member I. A. of D.

In England....
The most prominent advertisers in all parts of the country subscribe to
PUBLICITY
the practical paper for all patronizers of printers' ink. The only publication of its kind in Great Britain
Sample copy 10 cents.
Full year 50 cents.
MORISON'S ADVERTISING AGENCY
HULL, ENGLAND.

If there is one thing above another,
That sticketh closer than a brother,
It is the paper that is pasted on
CHAS. KRUTZ'S BILLBOARDS.
WHY?
Simply because the paper, as well as the advertiser, knows a good thing when they see it.
They know
CHARLIE'S BOARDS are "Good Thing"
Because they confront the most popular streets in this popular little city.
Triple Deckers, Double Deckers and Single Deckers,
All in the business part of the city. Conducted and controlled by
CHAS. KRUTZ,
The Popular and Up-to-Date Billposter of
GOSHEN, IND.

The Most Eastern on the Continent.
J. A. Muldoon,
City and County Billposter.
EASTPORT, MAINE.
The most rushing city in New England. All letters answered. Have plenty of references.
SEND IN YOUR WORK.

Let me give you my figures when you expect to advertise in my section, such as
Billposting, Sign Tacking, Distributing,
In fact, all kinds of advertising. I am a member of the I. A. of D.
H. N. HOLSHAUSER.
L. B. 457. Covington, Tenn.

The December Edition of
Profitable Advertising,
The Advertisers' Trade Journal,
Will be a Grand Special Number, devoted very largely to newspapers and newspaper advertising. Men of note will contribute to its columns, and the issue wil be profusely illustrated. More than 200 title pages of leading newspapers will be reproduced, with scores of portraits of business and advertising managers of the same. The magazine will be enlarged to 80 or 100 pages, and the cover will be lithographed in many colors by George S. Harris & Sons, of New York.
Every man interested in advertising wants a copy of this handsome souvenir edition.
Single copies 20 cents.
Yearly subscription, $1 00.
Number appears December 20.
Order at once, as the edition is limited.
PROFITABLE ADVERTISING.
No. 27 School Street,
Kate E. Griswold, Editor and Publisher
BOSTON, MASS.

Established 1823.
WM. H. WARNER & BRO.
MEDALISTS.
No. 424 N. 9th St., PHILADELPHIA, PA.
Medals in all metals struck to order for all purposes that may be desired. We want the address of all streetmen throughout the United States.

ST. PAUL AND MINNEAPOLIS DISTRIBUTING CO.
Samples and Advertising Matter Thoroughly Distributed. W. F. SMITH, Manager. Main Office, 34 East Third Street, St. Paul. †9

TAMAQUA, PA. Pop. 8,000. Bill Poster, Distributor and Sign Tacker. Geo. A. Jacobs, L. B. 446. Member I. A. of D. ††

SHREVEPORT'S
The warmest town in Louisiana.
Her Up-to-Date Methods Take the Banner.
She has sunshine and mirth,
The best billposter on earth.
ED. SEAMAN
Is the name of that man, oh!

Newport, Bellevue, ..Dayton, KY.

ESTABLISHED 1870.

G. H. OTTING & SON,

Licensed Billposters, Distributors, and Bulletin Painters

Office, 608 York St., Newport, Ky.

NOTICE - During the week of Oct, 24 last. every available inch of space on our boards and daubs was occupied. We simply could not get another sheet up. Why? Because we give service and advertisers are beginning to find it out.

CHAS. T. SIVALLS,

BILLPOSTER and DISTRIBUTOR,

HOUSTON, - - TEX.

Population, **60,000.**

Office, OPERA HOUSE BLOCK.

PLAINFIELD, NEW JERSEY.	A. L. FORCE. Editor and Prop. Daily Press. Billposting and Distributing Promptly Done.

You will find in

BURLINGTON, IOWA,

A first-class and reliable distributor. His name is—

A. E. DREIER,

☞Write him for particulars.

A SPECIAL OFFER

—OF—

Business

The Office Paper

Send 15 Cents for a Three Months' Trial Subscription.

BUSINESS deals with Office Management, Routine and Methods, Accounting, Advertising, Economics in its relation to Finance, Transportation, Manufacturing, Commerce, Business Legislation, Credits and Collections. It is a paper every business man should have in his office.

SUBSCRIPTION $1.00 A YEAR.

BUSINESS PUBLISHING CO., 13 Astor Place, New York.

WALTER D. DIXON, Distributor and sign tacker, Milwaukee, Wis. 583 18th St

THE REASON WHY.

Is the title of a circular that will be sent to all advertisers, upon application, who desire reliable service in this city or section.

H. L. REDMAN, Distributor, **MERIDIAN, CONN.**

For Coupon Book and .. Strip...... **Tickets**

WRITE **C. F. ANSELL,**

140-142 MONROE ST. CHICAGO.

TERRE HAUTE, IND.

POPULATION 43,000.

☞Best City in the State.

J. M. DISHON, Distributor.

McCARTHY & GETTER, Kalamazoo, Mich.

BILLPOSTERS AND DISTRIBUTORS.

Will do your work right, if not, DON'T pay for it. Report us to the Association, they will do the rest. Try us once, you will call again.

A VOLUME OF FORCE. To help your business, is my house to house distribution in **BOISE, IDAHO.** My prices—$2.00 per 1000, pamphlets, etc.; $2.50 per 1000, sampling. 9000 Consumers. 2000 pieces will do it. Uniformed men, no boys.

R. G. SPAULDING, Distributor and Sign Tacker.

Bills Distributed to 100,000 Inhabitants. In Norfolk, Portsmouth, Newport News and Vicinities.

GLASSETT & HALL, 337 High St., Portsmouth, Va.

Cincinnati

has a population of 400,000 people, either house owners or wage earners.

The

John Chapman Co.

has all the billboards, and most of the bulletins in Cincinnati. We also do good sign tacking and distributing. Offices,

17 LONGWORTH STREET.

KENTON, OHIO. J. C. WARVEL, the only Licensed Billposter. Good locations. Paste that Sticks. Distributing done by men that are honest.

MEADVILLE, PA. County Seat. Pop of City 12,000. Pop of County 70,000. **KNOX** BILLPOSTER, DISTRIBUTOR. Guaranteed Service,

AMERICAN BILLPOSTING CO.

BROOKLYN, N. Y.
PITTSBURG, PA.
ALLEGHENY CITY, PA.

THOS. J MURPHY, President. BARNEY LINK, Gen'l Manager. WM. P. FAY, Secretary.

THE AMERICAN COMPANY,

GENERAL OUT-DOOR ADVERTISERS FOR WOOD CO., OHIO

L. B. 32, Bowling Green, O. Office, 12 E. Wooster St.

References - California Fig Syrup, American Tobacco Co.

Established 1868.—— ——30 years' experience.

MILLER BROS.

LICENSED BILLPOSTERS AND DISTRIBUTORS,

No. 53 West Town Street, Columbus, O.

Population 140,000. New management. Increased facilities. Greatly bettered service. Satisfaction guaranteed.

JOE MILLER, Manager.

ON THE

Banks of the Wabash River

Is a very profitable place to advertise. Billposting, Distributing and General Advertising is promptly done by

C. E. FRINROCK, Of ATTICA, IND.

E. H. NORRIS, BILLPOSTER AND DISTRIBUTOR. First-class service at reasonable rates. —NEWPORT, VT.—

In offering the services of the

United Press News Bureau

We beg to announce that we have succeeded to and united the several business interests heretofore conducted by the Register Press Clipping Bureau, the Press Cutting Co., the United Press Clipping Bureau, and the E. S. Morrison Press Clipping Bureau.

We are now occupying a space of eight large offices

With a carefully trained force of proficient readers,

And have an exchange list that thoroughly covers every section of the United States and Canada

We feel no hesitancy in asserting that we can fill any order entrusted to us.

Service equal to the best at a price as low as he lowest.

New customers we will serve on trial for two weeks, without charge, provided that if we get an order we charge from the start.

We solicit your patronage.

Respectfully,

United Press News Bureau,

134 VAN BUREN ST., CHICAGO.

J. F. WEST,

HAVERHILL, MASS. Pop. 40,000

Owning and controlling all boards in city and vicinity. ☞Posting and Distributing solicited.

G.W. HUDSON & CO., CITY BILLPOSTERS

All work sent us will be promptly done and up to date. MINONK, ILL.

The E. L. Kinneman LICENSED BILLPOSTING CO. Marion, Ind.

Up-to-date Billposters, Distributors and General Out-door Advertisers. Control all Boards and Advertising Space in Marion, pop. 22,000; Jonesboro, 3,000; Gas City, 5,000; Fairmount, 4,000. Total 34,000. All boards on Electric, Pan Handle, Big Four and Clover Leaf Lines. Capacity 4,000 sheets

F. N. PENDERGAST, Reliable Distributor. A new deal here in distributing. First-class work a specialty. Try me. Good reference. Newton, Ia

John V. Fishburn, Distributor and billposter, Medicine Lodge, Kansas.

PUEBLO, COLO. I am still distributing, still doing good work at the same old stand. JESSE MITCHELL.

ITHACA, MICH. Pop. 2,500.

JAS. DONALDSON,

Member I. A. of D.

Bills posted. Samples put out. Circulars distributed. Signs nailed up. Work guaranteed.

"Remember the Main"

Question is to secure a good distributor For further particulars, try results with me. You furnish the work, we quote the price for the work.

WM. M. MELOY, Distributor, Box 49, CARLISLE, PA

WASHINGTON, PA. Pop 20,000.

ANDY B. MEANS

Owns and controls all principal boards in town.

—31 West Chestnut St.—

GEO. PROTZMAN,

—LICENSED—

BILLPOSTER and DISTRIBUTOR

ROSEBURG, OREGON.

Owns and controls all billboards in the city.

—Population 3,500.—

Distributing by Reliable Men, (No Boys Employed.) FISKE BROS., BILLPOSTERS, WORCESTER, MASS.

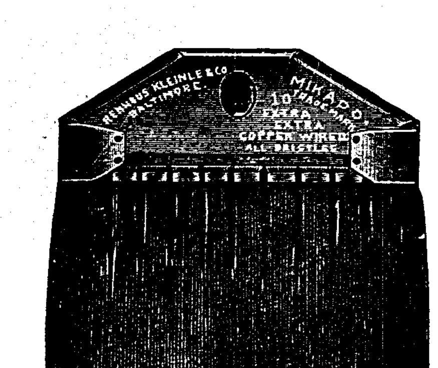
Bill Posting and Circus Paste Brush.

The Extra Mikado Brush is the best made; constructed of ALL Pure Black China Bristles imported by us for the purpose, and especially prepared under a formula known only to ourselves.

We guarantee that our CHINA BRISTLES are more elastic and more durable than any other; consequently our MIKADO Brush will wear longer AND DO BETTER WORK than any other brush made. ALL OUR MIKADOS ARE GUARANTEED. They are copper wired, with heavy metal edge protectors and are great paste holders. Used by Barnum, Forepaugh and other leading shows, and highly recommended by Mr. R. C. Campbell, Chicago. Send the price and get a sample

All 9 Inches Wide.

No. 10, 3-0..5⅛ in. long...............$23.50 per doz....$2.25 each.
No. 10, 4-0..5⅜ in. long...............$28.00 per doz....$2.50 each.
No. 10, 6-0..5⅞ in. long, heavy........$32.50 per doz....$3.25 each.
No. 10, 7-0..5⅞ in. long, ex. heavy......$34.00 per doz....$3.50 each.
No. 10, 9-0..5⅞ in. long, ex. ex. heavy...$42.00 per doz....$4.00 each.



RENNOUS, KLEINLE & CO., Sole Manufacturers, Baltimore, Md.

R. STUART MARKS, COLUMBIA, S. C.

BILLPOSTER AND DISTRIBUTOR.

Population 25,000. Three factory villages, large country trade, railroad shops and foundries; 5,000 soldiers wintering here in regular camps. References given and satisfaction guaranteed.

COLUMBIA, S. C. - - 1425 Gates St.

Manistee, Mich. J. W. TENNANT Distributor. Good reference. Work guaranteed.

ALLEN'S PRESS CLIPPING BUREAU Deals in all kinds of NEWSPAPER INFORMATION. Advance reports on all contract work. Main office, 510 Montgomery street, SAN FRANCISCO.

J. A. COATES, City and County Billposting and Distributing. RICHLAND CENTER, WIS. City population, 3,000; county, 30,000. One of the best business towns in the state. I have an abundance of billboard space always ready. Give me a trial.

LEWISTON, IDAHO. The principal city in the state. A. E. ELLIOTT, Billposter and Distributor. My motto: Prompt attention and honest work.

drop a nickel in an envelope addressed The Ad Sense Company No. 160 Washington Street Chicago and get a Sample Copy of **Ad Sense** a Journal of Advertising and Business Methods a Happy Combination of Sense and Good Printing

A LIVE CITY

CENTRALIA, ILL.

Population, 7,000.

☞Railroad, Mining and Manufacturing Center.

JOSEPH E. HEFTER,

Licensed BILLPOSTER and DISTRIBUTOR

Lists furnished and work protected and guaranteed.

FRANKLIN, PA. Population 9,000.

ALEX. BRADLEY,

City Billposter and Distributor.

MEMBER I. A. of D. Established 1871.

Wilmington Bill Posting and Distributing Co.,

WILMINGTON, DEL.

POPULATION OF CITY, 75,000.

JESSE K. BAYLIS, GEO. W. JACKSON, } PROPRIETORS

OFFICE: GRAND OPERA HOUSE.

DETROIT, MICH. Population 350,000.

WE DO DISTRIBUTING AND SIGN TACKING—that is all—and we do it as it should be done. We employ only reliable help. Best of references. A trial order will convince you.

Established 1884 OFFICE, 297 CASS AVENUE.

THE NATIONAL DISTRIBUTING AGENCY CO.

SOUTH BOSTON, VA., Population of the town 3,000. Population of the county 35,000.

NICHOLS & TERRY, Sole Billposters, Distributors and Sign Tackers.

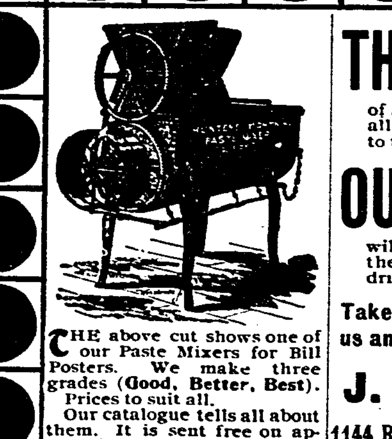
Good work guaranteed. First-class references.

THE OWEN DISTRIBUTING SERVICE,

JNO H. OWEN, Manager, 91 Shelby St., DETROIT, MICH.

Members I. A. D. Feister's Registered Distributor.

Personal attention given to all work. Correspondence solicited.



THE above cut shows one of our Paste Mixers for Bill Posters. We make three grades (Good, Better, Best). Prices to suit all. Our catalogue tells all about them. It is sent free on application.

THE BILLPOSTER

of a town ought to supply the town with all the paste it uses. This trade belongs to the billposter. It is his by right.

OUR MACHINE!!!

will enable you to do it. It will make the best paste so cheaply that you can drive all competition out of the market.

Take a Minute and a Postal—Write us and we will tell you all about it.

J. H. DAY & CO.

1144 R. Harrison Ave. Cincinnati, O.

You take no Risk in selecting us to do your Distributing, Sampling, and Sign Tacking, IN

ATLANTA, GA., Adjacent Towns, COLUMBUS, GA.

The superiority of our service is evidenced by the continued patronage we are receiving from some of the largest advertisers in the United States.

EDW. B. BRIDGER'S ADV. COMPANY,

608 Temple Court, Atlanta, Ga.

Licensed Advertisers.

J. E. Campos

—LICENSED—

DISTRIBUTOR and CARD TACKER

Office, 220 WHITTAKER STREET,

SAVANNAH, - - - GA.

BOSCOPEL, WIS., is a hustling town of 1,500 population LAFAYETTE YOUNGS, distributor of all kinds of advertising matter, also billposter.

WALTER D. DIXON, Distributor and sign tacker, Milwaukee, Wis. 583 18th St

J. GARLICK,

City Bill Poster, Distributor

AND ADVERTISING SIGN PAINTER,

633 Commercial Place, New Orleans.

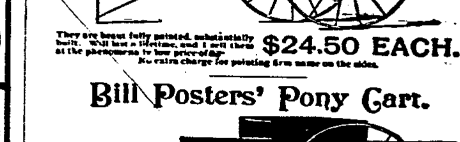
Bill Posters and Distributors

SHOULD OWN EITHER A

WAGON OR CART

You can get a wagon built by a village blacksmith, and doubtless, too, you could get a saddler to make you a pair of shoes, but what is the use when you can go to a firm who make a specialty of the very thing you want. We can give you a better vehicle for half the price you will pay at home.

Bill Posters' Push Cart.



$24.50 EACH.

Bill Posters' Pony Cart.

$44.50

Bill Posters' Wagons.

A—$90.00. B—$100.00. C—130.00.

Address **JOHN H. MICHAEL,**

Manufacturer Bill Posters' Vehicles,

225, 227, 229 East 8th St, CINCINNATI, O.

We have just completed a new distributor's wagon. It is a marvel of convenience and utility. Photos free to intending purchasers.

If you will send your Posters, Tacking and Distributing Matter

TO C. E. HAMILTON, Proprietor. (Site of the State University.) **TWIN CITY BILLPOSTING CO., Champaign, Ill.** IT WILL BRING YOU MONEY

19000 Population.

Will have immediate and careful attention.

"See Plato About It."

Plato's Agency — Arthur M. Plato, Mgr. — Advertising Contractors — Odd Fellows' Temple — Philadelphia — Also Pacific Coast

"PLATO" Promotes Pen Press Paint Poster Pamphlet Postage Product and Perambulator Publicity

"ALL MODES LEAD TO SALES"

"SEE PLATO ABOUT IT"

(Our Ad-Mark Since 1884)

To All Bill Posters Within 500 Miles of Philadelphia.

Please send your rate per year for all space on top of your billboards for neat Iron Signs, about 3x4 feet. You to maintain same in good locations and condition. Make lowest rates and send list of prominent locations, also photo.

To Advertising Managers of Great and Good Firms.

We are successfully placing handsome painted steel signs, 3x4 feet, on tops of city billboards here and can extend the service where desired. We design, paint, ship, maintain by the year in listed locations, and render a service valuable and not expensive.

To Firms Who Distribute, Sample and Mail.

Our general rate of $1.00 per thousand for distributing matter in this city is fair and enables us to render a most satisfactory service, as can be proven by current local references. We make daily reports, showing route covered, and having the experience of years as commercial travelers, can complete the service in every detail. We make special rate for all work—not cheap but fair.

To Believers in Moving Street Signs, Parades, Etc.

We have originated a novel system in perambulator service, stylish, elegant, artistic, and valuable. We paint handsome signs or posters, etc. So if the people do not come to the posters, we drive the posters to the homes of the people. **We are bound to reach the people some way.**

REFERENCES

Castoria
Boraxaid
Morse's Pills
Pond's Extract
Bovril. Cudahy
Highland Cream
Brandreth's Pills
Allcock's Plasters
Dixon Stove Polish
Mail Pouch Tobacco
Price Baking Powder
Cleveland Baking Powder

(Can be continued)

Firms having tested our service in any department, unite in saying, "IT WILL BE ALL RIGHT IF PLATO DOES IT."

Write, ship or send your agent to PLATO'S AGENCY, Odd Fellows' Temple, Philadelphia

---

THE UNION ADVERTISING CO
BELLEFONTAINE, O.
Does all kinds of Distributing, Tacking and Posting of Advertising Matter.

For Results send your work to the OLD RELIABLE Distributor and Advertising Agent. Rates Low, Service First-Class.
I cover 19 towns. First-class reference furnished on application.
Address, **E. O. BURROUGHS, Adver Agent,** Pop. 22,000. Box 296. NEWARK, OHIO.

GEO. F. BREED, Billposter, Norwich, Chenango Co., N. Y. The best of conveniences for advertising town or county. Pop. 7,000. Railroad facilities complete.

AT HOME! Personally conducting Billposting. Distributing and Card Tacking. Continually ere-ting new billboards. Give me a trial. **Jacob Bevier,** HUDSON, WSICONSIN.

The Acme of Perfection.
"AIR CUSHION" RUBBER STAMPS.
Bound to make a good impression.
Unequalled for durability.
Attractive in appearance. Inexpensive.
Write for prices.
J. G. SAWYER,
37 Portland Street, MORRISVILLE, VT

JAMES B. COE,
Licensed Billposter,
RELIABLE DISTRIBUTOR.
Special attention given to—
SIGN TACKING and SAMPLING
M'PHERSON, KANSAS.

ABEL W. GILSON,
BILLPOSTER AND DISTRIBUTOR,
ATTLEBORO, MASS.
Services Guaranteed.

I DO good house-to-house work. It is not much of a trick you say? Well, just try it yourself. Just undertake to watch sixteen or eighteen men constantly. Just try to see that all of them do everything just right. It will only take one day to convince you that it is rather a complex business after all. You will soon admit that you cannot learn all its points and possibilities in a day, a week, a month or a year. I will put out your matter in

CINCINNATI,

and do it honestly and thoroughly. Light matter at a minimum price of $1.75 per 1000; heavy and bulky samples in proportion.

W. H. STEINBRENNER,
519 Main Street, Cincinnati, O.

PAINESVILLE, OHIO. Population 10,000. GRAY & RAFTER, Distributors, Billposters and Sign Tackers, Members I. A. of D. Prompt, honest service guaranteed. 411 Walnut Street.

CHICAGO JUNCTION, OHIO. Population 3,000. Best R. R. Center in Northern Ohio
LOUIS SIMMERMACHER, Licensed City Billposter and Distributor. Member of B. P. A.
Inspect my work and you can't do without me.

GALVESTON, TEXAS
The Great Seaport of the Southwest. Population 50,000.
J. E. HOWARD,
City Billposter, Distributor and General Advertiser,
617 Post Office St. Phone 400. P. O. Box 134.
Member of the Associated Billposters' Association of the United States and Canada, International Association of Distributors, Feister's Registered Distributor. Best of references.

COUNCIL BLUFFS, IOWA.
The NICHOLS BILLPOSTING CO.
Advertisers and Distributors for Council Bluffs and vicinity. Work guaranteed and protected.

B. H. STIEFEL,
Prop. of STIEFEL OPERA HOUSE, also
CITY BILLPOSTING CO.
All work done at right prices.
BUTLER, IND., has a population of 3,000; on L. S. & M. S. R. R., also Wabash R. R. Good up-to-date town. References, Dr Burkhart, Cincinnati, Ohio. Hote's Adv. Co New York
B. H. STIEFEL, BUTLER, IND.

Pullman, Whitman Co. Washington
A college town of 2 000 In the midst of a splendid farming country. Largest wheat shipping point in the county. Population of county, 30,000. Up-to date billboards. Prepared to make contracts for protected and renewable work. All orders executed with neatness and dispatch.
References: First National Bank, Pullman; Hayward & Rausch, Billposters, Spokane; G. E. Eberhardt & Co. San Francisco; Sam W. Hoke, New York; Owens & Varney, San Francisco.
Address, **M. J. CHAPMAN,**
Licensed Billposter, Pullman, Wash.

R. A. WALD,
Billposter, Distributor
AND SIGN TACKER.
Marysville, Kansas.
And adjoining towns. Good work guaranteed

JOHN V. CARTER
288 Belmont St. BROCTON, MASS.
DISTRIBUTOR AND SIGN TACKER.
Terms low as consistent with honest work. More first-class references than any distributor in this section. I work for the interest of the firm.

ASTORIA, OREGON.
POPULATION 10,000.
T. S. Simpson & Son,
—LICENSED—
BILLPOSTERS AND DISTRIBUTORS
Sign Painters and General Advertisers.

THE CURRAN COMPANY,
CITY BILLPOSTERS AND DISTRIBUTORS
Own all billboards and uses uniformed distributors. Denver, Pueblo, Colo. Springs, and surrounding towns.
General Office, Denver, Col.

The Tenderloin of New Jersey

The Newark..... Billposting Company..

Offers absolutely reliable distributing service in the following New Jersey territory, covering a population of more than 600,000 people.

Newark,
Rutherford,
Kingsland,
Brick Church,
The Oranges,
Bloomfield,
Franklin,
Montclair,
Harrison,
Roseville,
Millburn,
Arlington,
Irvington,
Kearney,
Belleville,
Summit,
Madison,
Nutley,
Avondale,
Elizabeth,
Elizabethport,
Cranford,
Westfield,
Plainfield,
Rahway,
Perth Amboy,
South Amboy,

With various smaller villages adjacent to the cities named.
Members of the I. A. D. Association.
The service is as reliable as the United States' mail and at one-fifth the cost.

THE NEWARK BILLPOSTING COMPANY,
E. M. SLOCOMB, Manager.
OFFICE AND SHOPS,
369, 371, 373, 375 Market St., Newark, N. J.

Who are we? Where are we at? What are we doing?
Billposting, Distributing, Card Tacking
AND GENERAL ADVERTISING.
Only 90 miles from Havana, Cuba.
Key West Advertising Agency.
P. O. Box 505, KEY WEST, FLORIDA.
Give us a trial and be convinced.

WE WANT YOU...
To become a subscriber to UP-TO-DATE IDEAS, because we believe it will be beneficial to you, and, again, because we want 50 cents for a year's subscription
IT WILL PAY YOU
To subscribe for UP-TO-DATE IDEAS. It has many good suggestions every month, which will be worth much more than their cost to you.
SAMPLE COPY SENT FREE.
UP-TO-DATE IDEAS PUBLISHING CO.
GRAND ISLAND, NEBR.

ACCOUNTICS.
A monthly magazine devoted to Accounting as the vital element of business. It contains the leading papers and debates of all the Accountant's Associations, together with original inquiries and investigations The most eminent accountants are contributors.
SCIENCE OF ACCOUNTS.
ART OF BOOK-KEEPING.
ACCOUNTICS answers questions in higher accounting and book-keeping practice; contains Independent Reviews and Criticisms of books on Accounting and Encomic topics; fully illustrated; carefully printed; edited by A. O. KITTREDGE. Subscription One Dollar a year.
Accountics' Association,
Wool Exchange, New York.

This Is The Man
That All Large Advertisers are Talking About
R. NOLAN,
The Only Alpena City Billposter and Distributor
Boards Always Filled.
Finest Boards and Locations of any City in the United States.

SEND YOUR WORK TO

R. NOLAN, Alpena, Mich.

Just Added Another $1,000 to my Billposting Plant.
Controls all Billboards in the entire city and country routes.
All work guaranteed satisfactorily or no pay.
List of all locations furnished.

PURCELL, INDIAN TER. Population 3,500.
G. W. BROWN, BILLPOSTER AND DISTRIBUTOR.

CHEHALIS, WASH'NGTON. Pop. 2,500.
Address CITY BILLPOSTER.

BRISTOL, PA. Population 8,900. Samples and advertising matter thorough ly distributed.
JOHN WALKER, BOX 242.

GREENSBURG, IND. Fred Seitz & Sons.
The only International distributors and Associated Billposters.
Circus Work a Specialty.

S. R. MYERS, Billposter, House-to-House Distributor. CATSKILL, N. Y. All work promptly done.

JOHN D. BALL, Distributor. Work promptly and accurately done. PONTIAC, ILL.

JOHN FOY, Billposter, Distributor and Sign Tacker. GLENCOE, ONTARIO

FOR House-to-house distribution and billposting, address, NEAL L. SUGGS, No. 121 N. Main St., PULASKI, TENN.

LAKE MILLS, WIS. Population 2,000. This popular summer resort should be on your list. The best city of the size in the state. All kinds of out-door advertising. References given.
C. E. DAVIS, City Billposter. No. 2 Main St.

USEFUL PRESENTS FREE for 50 old stamps. U. S common 1 and 2 cent stamps not wanted.
J. D. JOHNSTON, NEWPORT, R. I.

M. W. MEEHAN, BILLPOSTER DISTRIBUTOR
Programmer. Careful Attention to all orders. **Shelburne Falls, Mass.**

KINSTON, N. C., has 3.500 population; growing; doubled population since 1890. 2 lumber plants, 2 cotton mills, and sells 6,000,000 pounds of leaf tobacco; 3 tobacco stemmeries and fine trucking country.
NEWBORNE & WEST,
Distributors and Billposters, do the work personally and guarantee perfect work.
Box 26, KINSTON, N. C.

If you want Good Posting done, call on or write to—
HIRAM H. THOMAS,
CITY BILLPOSTER,
BOX 466. BROWNWOOD, TEXAS.

KINGSTON, ONTARIO.
BILLPOSTER AND DISTRIBUTOR,
R. W. ALLEN, 308 Montreal Street,
KINGSTON, ONTARIO.

CIRCULARS AND SAMPLES
Carefully distributed and SIGNS tacked up. Write me.
Member I. A. of D.
J. F. CLARK, Box 92, CONWAY, ARK.

50 YEARS' EXPERIENCE
PATENTS
TRADE MARKS
DESIGNS
COPYRIGHTS &c.
Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. Handbook on Patents sent free. Oldest agency for securing patents.
Patents taken through Munn & Co. receive *special notice*, without charge, in the
Scientific American.
A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms, $3 a year; four months, $1. Sold by all newsdealers.
MUNN & Co. 361 Broadway, **New York**
Branch Office, 625 F St., Washington, D. C.

AUBURN, ILLINOIS.
JAS. A. ROBERTS
BILLPOSTER
And Advertising Sign Painter. I reach Virden, Waverly and Girard. Correspondence solicited.

SEYMOUR, IND. Population 10 000. HENRY DIECK, 219 W. Tipton St., Distributor.

J. S. Phillips, City Billposter and Distributor. HILLSBORO, TEX.

VANDALIA, ILL., and eight surrounding towns. J. M ENCK, billposter and out-door advertiser

NAPANEE, ONTARIO, CANADA.
J. J. MINCHINTON,
BILLPOSTER AND DISTRIBUTOR.
Samples and advertising matter thoroughly distributed. PRICES RIGHT.

AN HONEST SET
AT AN HONEST PRICE.
1000 Note Heads, Padded.....} $3.00
1000 No. 6 Envelopes.....} Complete.
Terms—Cash with order.
Samples cheerfully sent. My complete price list of printing is at command.
H. S. LEWIS, BEAVER FALLS, N. Y.

—The—
RICHMOND BILLPOSTING CO.
—LICENSED—
CITY BILLPOSTERS.
Sign Painters, Card and Sign Tacking and First-class House-to-House Distributing.
A. F. BYBEE, Bus. Mgr., RICHMOND, KY.
Pop. of city, 7,000. Pop. of county, 33,000. Member of A. B. P. of United States and Canada

BOWLING GREEN, O. Pop. 6,000
—LICENSED—
CITY BILLPOSTERS and DISTRIBUTORS
THE COMMERCIAL CO.
ARTHUR H. YONKER, Mgr.
Office, 18 W. Wooster St.

CUMBERLAND, IND.
CHAS. CAYLOR, Billposter and Distributor.

ADVERTISERS!
1,000 names of heads of families for $1.00.
Address BOX 105, **ANNAPOLIS, O.**

THE HEATON
Billposting and Distributing Co
Of Trinidad and Las Animas County.
Three machine shops, 3 railroad divisions, mills, breweries, shops and factories. Population of Trinidad 18,000, including the 3 largest coal camps in Colorado These camps are within two miles of the city A class of people that spend their money. Capacity of boards, 4,000 sheets.
Office, 109 E. Main St., TRINIDAD, COLO.

Put a Permanent Sign Over Your
BILLBOARDS

Marsland's Enameled Iron Signs

Are the Best.
They Last Forever.

☞ SPECIAL PRICES TO THE TRADE. It will pay you to correspond with me in regard to Agency for the full line, including Street Names, House Numbers, Agency and Advertising Signs.

F. E. MARSLAND,

190 West Broadway, New York.

N. B.—Marsland Enameled Sign Co., Chicago removed to above address.

Colfax, Washington, Population 3,500

Has a First-Class, Up-to-Date BILLPOSTING and DISTRIBUTING PLANT.

Conducted on business principles. You ship the paper, and we will do the rest.

References: Second National Bank, Zell. M. Beebe, tobaccos, W. J. Hamilton, drugs.

Make your contracts with

GEO. H. LENNOX.

NEW HAMPTON, Iowa
POPULATION 3,000.
R. R. GARVER, Billposter.

CALVERT, TEXAS.
J. P. CASIMIR, BILLPOSTER AND HOUSE-TO-HOUSE DISTRIBUTOR.
I own all billboards and guarantee my work.

THE "AD"ERS' PRIMER, 5c.
Box 391, DesMoines' Iowa, U. S. A.

LAKE CITY, FLA. LEWIS F. THOMPSON, Billposter Service guaranteed

---

E. S. CRAWFORD, BILLPOSTER. OAKHAM, MASS.

PUTNAM, CONN.
L. M. KEITH,
BILLPOSTER AND DISTRIBUTOR.

MORGAN JOHNSON
Is the City BILLPOSTER and DISTRIBUTOR in
MIDDLEPORT, OHIO

Advertisers! If you want your Circulars, Samples or Signs placed right in Flint, Mich., address me. NELSON MATTESON, Licensed Distributor.

TRY OUR SERVICE.

VALLE & BRO. ADV. CO.
BROWNSVILLE, TEXAS.
Pt. Isabel and Corpus Christi, Texas.
DISTRIBUTING AND BILLPOSTING.
I. A. of D. Members.

Best city reference. Wells-Richardson Co., Dr. Kilmer & Co., Dr. Miles Med. Co., and ten or fifteen more.

SANTA CRUZ, CAL. with a population of over 8,000, has one of the best billposting and distributing plants in the state. All work personally superintended. Member I. A. D. **L. A. DANIELS.**

Walter D. Dixon, Distributor and sign tacker Milwaukee, Wis. 583 18th St

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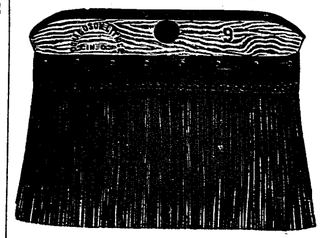
BILLPOSTERS' PASTE BRUSMES.



This is our celebrated "UNEXCELLED." The Best Paste Brush made. Popular everywhere on account of its great durability.

PRICES.

8 in., $2.75 ea. 9 in., $3.00 ea. 10 in., $3.25 ea.

SEND YOUR ORDERS TO

The Donaldson Litho. Co.

CINCINNATI,

Sole Western Agents for the CELEBRATED WIRE BOUND BRUSH.

This brush is manufactured especially for us, and is fully warranted. It is the cheapest GOOD Brush you can find anywhere.

PRICES.

8 in., $2.25 ea. 9 in., $2.75 ea. 10 in., $3.00 ea.

Brantford, Ontario, Can. Pop. 17,000 County, 50,000 | C. M. SMITH & CO. Members I. B. P. A. and I. A. of D.

If in want of Honest and Reliable Work,

Billposting or Distributing,

With Highest References,

IN CITY OF 15.000.

Best Boards and Locations in New Hampshire. At United States and Canada Ass'n Prices.

Address, J. F. HARRIMAN,

Box H. Laconia, N. H.

CANADA. PLANET PUB. AND SHOW PRINTING AND ENGRAVING HOUSE, Chatham, Ont.

Estimates for Pamphlets, Job Printing, Engraving, and Bookmaking promptly given. Press capacity 80,000 impressions daily. Will give you lower figures than any other first-class establishment in Canada. Address, S. STEPHENSON, Prop., Chatham, Ontario. Shipping to all points in Canada attended to.

SEND FOR CATALOGUE:

THE AMERICAN PROCESS ENG. CO.

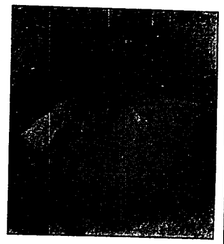
Best Cut Makers in America!

FINEST HALF TONES. LITHOGRAVURES. ILLUSTRATIONS.

BEST LINE ZINC ETCHING. WOOD ENGRAVING OF ALL KINDS.

BUTLER BLDG CINCINNATI, O.

We Want Distributors.



Send for our proposition to furnish you a specially desigued letter head, half tone cuts or any kind of engraved work. No expenditure of cash. Any distributor can earn good pay in this way. Send for the proposition and judge for yourself. Portraits a specialty.

The Advertising World, Columbus, Ohio.

P. A. JOHNSON, VIENNA, ILL.
Advertising Distributor and Billposter. Give me a job at home or on the road.

Do you want results?.....

If so, send your saper to

R. W. Lodwick

PORTSMOUTH, O.

City Billposter and Distributor.

☞ Service guaranteed first-class.
☞ Member I. A. of D.

THE MANHATTAN PRESS-CLIPPING BUREAU.
ARTHUR CASSOT, Manager.
NEW YORK. LONDON.
(Knickerbocker Building.)
Cor. 5th Ave. and 14th St., New York.

Will supply you with all personal reference and clippings on any subject from all the papers and periodicals published here and abroad. Our large staff of readers can gather for you more valuable material on any current subject than you can get in a life-time.

TERMS: 100 clippings, $5.00; 250 clippings, $12.00; 500 clippings, $22.00; 1,000 clippings, $40.00.

LETTER PATTERNS.

Send 25 cents in currency, and I will send you by return mail, post-paid, an Up-to-Date Sample Alphabet, either 2, 4 or 6 inches, your choice. This alphabet is cut from tough strawboard ready to work from, and is to be used as a pattern and not as a stencil.

A full stock of Up-to-Date Letter Patterns, different styles, carried.

For $3.00 I will send by express a set of ten alphabets and four sets of numerals, different styles, from two inches to ten, suitable for making almost any kind of a sign. Any person, who can handle a brush can make a respectable sign by their aid. They are just what bill posters need for marking dates on posters, and for lettering. Remember they are ready to work from. Circulars free.

R. H. FORGRAVE,
PICKERINGTON, OHIO.

DAYTON, O. MONTGOMERY COUNTY ADVERTISING CO.
Distributors Sign Tackers and Gen'l Advertisers.
Members of the International Ass'n of Distributors. | JAS. B. McCONNON, Manager.

ZANESVILLE, OHIO. Pop. 30,000

What you say "GOES" on our billboards. The lady of the house welcomes us with your advertisement.

ENGLAND BROS.,
Poster Advertisers and Distributors

JAMES W. BROWN,
BILLPOSTER AND DISTRIBUTOR.
BROOKSTON, IND.

NOTHING SUCCEEDS LIKE SUCCESS!
1884
HENNEGAN & Co.
CINCINNATI
1899
PRINTERS
SANSPAREIL
THE STORY OF FIFTEEN YEARS
RISE & GROWTH OF HENNEGAN & Co.